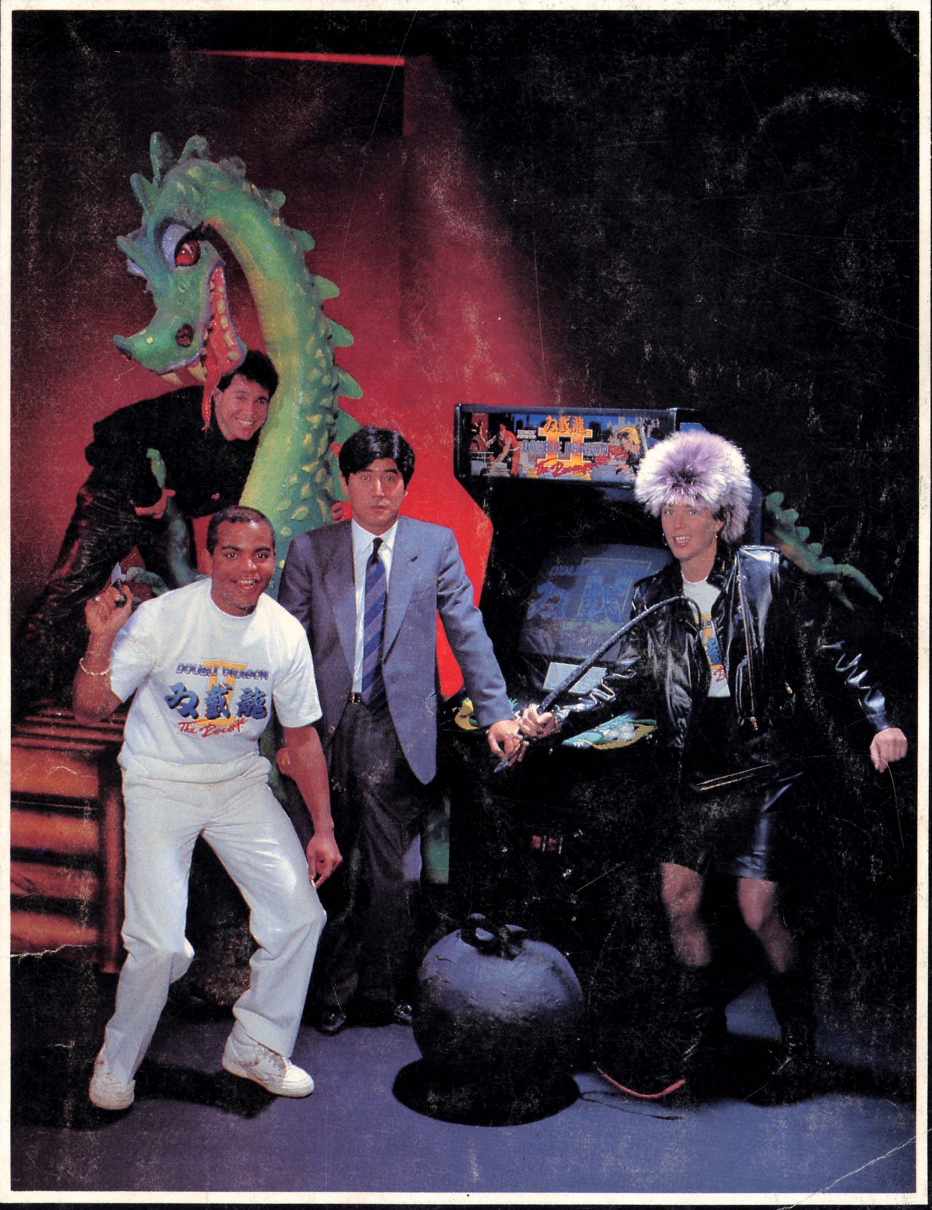
FOR THE COIN-OP ENTERTAINMENT INDUSTRY

VOLUME 14, NO. 12

PLAY·METER

1989 Directory



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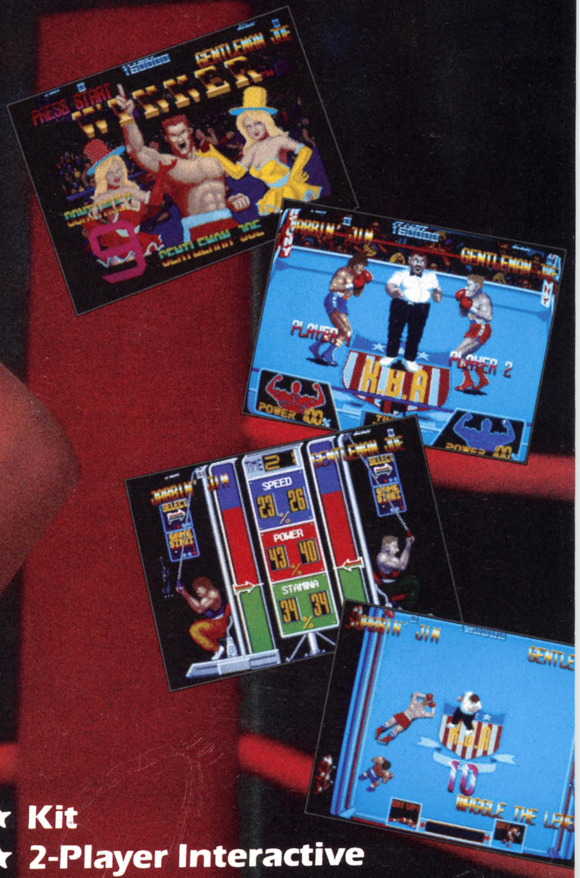
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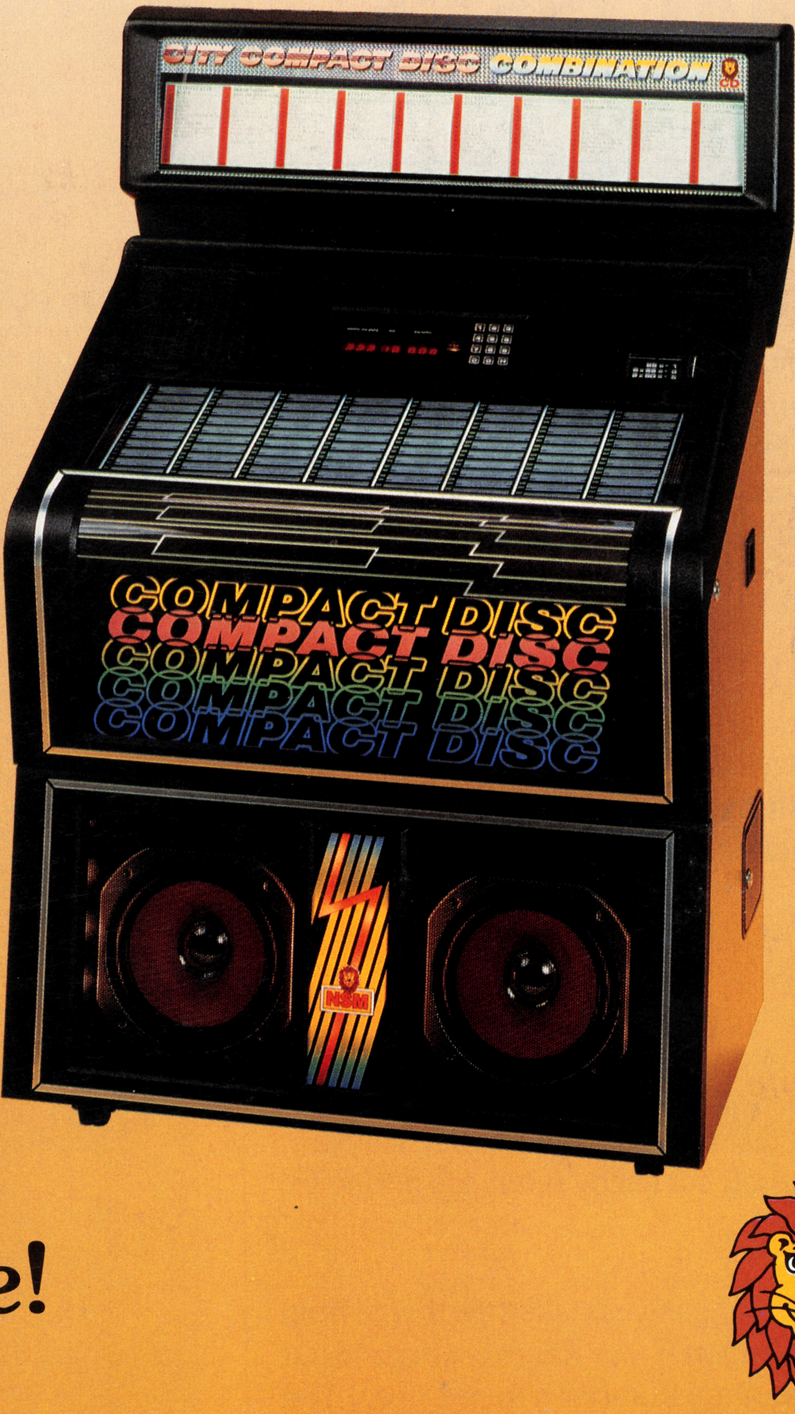
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CONTENTS

Volume 14, No. 12 January, 1989

SPECIAL ISSUE

FEATURES

State of the Industry Report 8

The state of the industry is important to everyone who lives and breathes coin-op entertainment. Play Meter is proud to present the facts and figures that let you know where the industry was last year, where it is today, and what we can expect in the future.

Directory 28

This is the directory you have been waiting for to replace the obsolete one you have been using. We have taken the time to update each listing and made sure that everyone you need to talk with is included.

Year in Review Index 187

If you are looking for a particular article that appeared in Play Meter's pages during 1988, it will be listed here. We categorized each article for handy reference during the year.

Cover Credit: The Romstar gang has taken the theme from its new game *Double Dragon II, the Revenge* to grace our cover this month. Pictured are Romstar's Rene Lopez, Tim Jackson, Joyce Kaehler, and Mr. Yasuki.

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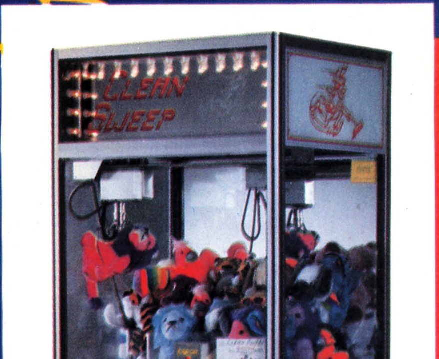

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FROM THE EDITOR

Hungry hounds will eat anything!

I have spent many hours with my calculator this month compiling numbers and percentages for this state of the industry report. It's fascinating and frustrating to extract averages and trends, hoping to find positive progression, but sometimes discovering negative niches.

After the hours of time-consuming work to present to the coin-op industry an image of itself, it's especially disappointing when the report is used against the industry. When we report industry totals, it's gross collections, which everyone in the industry knows represent only about 50 percent of what operators actually claim as their own. That share then must pay for escalating-priced games, overhead, vehicles, and salaries, just to name a few.

The business is doing pretty well as the figures will attest, but the numbers do not paint a picture of an industry that is so well off that it can afford to pour money into depressed city and state budgets. In fact, the numbers represent an industry that has struggled to recover from a devastating blow several years ago. No one deserves to be punished just because they have finally reached a point where they are making an adequate living.

An article in Newsweek Magazine, written by an obvious game player covering the AMOA show, was explicit in enthusiasm, but perhaps a bit deceiving to the general public. The article was positive for the industry, but private industry figures were quoted out of context.

The reporter, Bill Barol, quoted $7 billion as an industry total (this is the figure from AMOA, which does include cigarette vending machines, whereas our total does not include that number), not explaining what that number meant. He even went so far as to emphasize that it was up a billion dollars from the previous year. Unfortunately, we have all seen what lawmakers can do with so little information. *Up a billion dollars* will fuse itself into the minds of government Rambos eager to attack assailant budgets with new monetary weapons seized from lucrative sources.

But the coin-op industry simple cannot afford to singlehandedly rescue cities and states from government gluttony. It so happens that some New York operators are battling for their very existence against lawmakers' plans of squeezing more money from them. Once those officials have feasted their eyes on industry totals, it's even more difficult to explain to these governmental guerrillas that $7 billion does not mean operators are rich and should be forced to part with their wealth. Articles that quote personal numbers don't benefit the industry.

We don't need to throw numbers out like T-Bones to hungry dogs. The entire country is in a gruesome financial crunch, and everyone who has any authority to do so is looking everywhere for more tax dollars to balance budgets. ''Blood from a turnip'' is an old cliche that comes to mind when thinking of legislators trying to balance budgets on the quarters from overworked, underpaid operators.

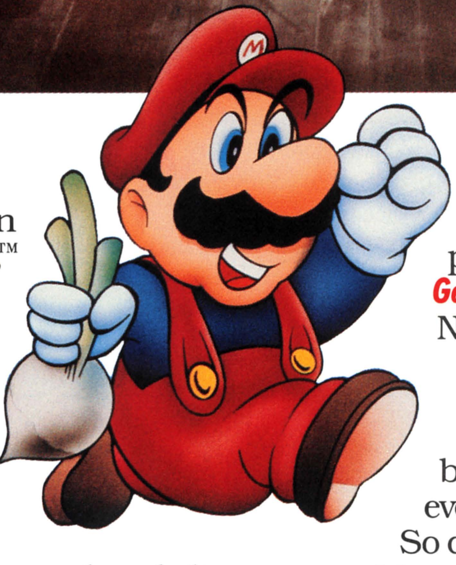
As you read through the latest state of the industry report, you'll see like I did the industry is healthy and growing. However, the numbers are from September 1987 through September 1988, and no one can say that things will be better next year. The industry could have the rug pulled out from under it, like has happened before.

Publicity and public relations are important to any industry. We want the public to know that we are offering low-cost entertainment and fun everyone can afford. We want the world to know that games are fun and exciting to play. We want to brag about new technology, thrilling games, the value for the money you get from playing coin-op games. We are seeking player awareness and a favorable image for an industry too often besieged by detrimental and negative visions.

Valerie Cognevich

Valerie Cognevich
Editor

MANAGE THE HOTTEST BROTHER ACT SINCE THE VAUDEVILLE CIRCUIT.



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LOOKIN' GOOD!

by Valerie Cognevich

This State of the Industry report is dedicated to the hundreds of operators from all around the country who took their valuable time to fill out the survey forms we sent to them. All of us talk to our fellow industry members and hear the latest gossip and trends, all in an effort to find out just what is going on in the coin-op industry. Each year Play Meter sends out surveys to each of our operator subscribers asking them to let us know a little about their businesses. From these honest, anonymous answers, we are able to compile a report on the industry. As with any survey, it is only as good as those who take the time to contribute their data and each year we are grateful to those we have come to count on for responses. As you read through the results, we hope you will have a better understanding of where the industry is now and where it is heading in the future. Knowing what the typical operator is doing can only help everyone plan for the great unknown that lies ahead.

Of course, as with any industry survey, some operators are going to be doing much better and may have much more equipment, higher earnings, different mix of equipment, or other variations. However, we have taken a sample of the general operating community and laid it out here for your inspection. Since there is always a margin for error in representative samplings, we would like to caution those who would use these survey results for any legislative purpose.

Happily, industry gross collections continued an upward spiral, topping last year's $5.4 billion by 19% at $6.4 billion. Cigarette machine collections would add another $70 million to that total. Though games on location were up only slightly, new game purchases grew 11% to 330,000 from 298,000 last year. The number of locations grew a significant 20% from 375,000 to 450,000. In those locations, operators reported having 1,750,000 games compared to 1,500,000 last year.

Equipment

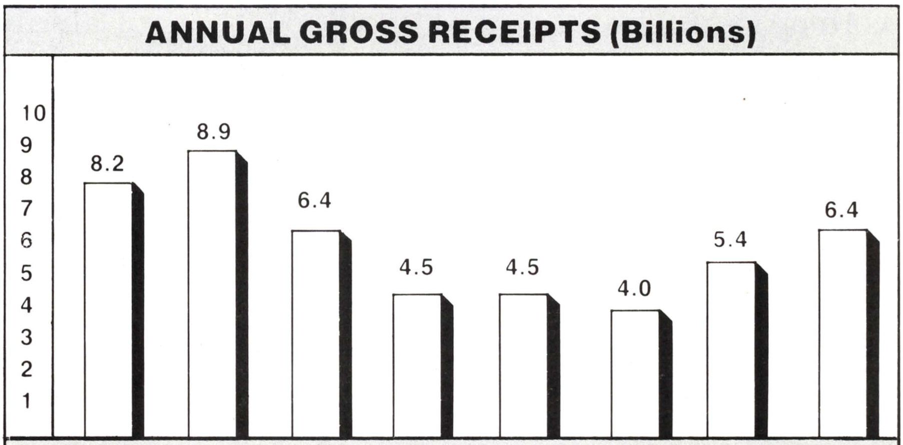
In a surprising look at what operators bought during the past year, video game purchases did not show a tremendous surge. Instead, operators seemed cautious in doling out money for video games. Last year their video game purchases totaled 225,000, while this year those new game purchases nudged up to to 243,000. Dedicated games made up the bulk of new game purchases at 153,000 and kit purchases followed with 90,000. For the first time, we separated kits and dedicated games when asking for average weekly gross collections and were startled to find that dedicated games topped kits by 25% in collections. Dedicated video games averaged $91 weekly gross collections while conversion kits averaged $68 per week. Even though at first glance it would seem obvious that dedicated games would earn a better pay back and return on investment, comments from operators were dominated by complaints of dedicated equipment being way overpriced.

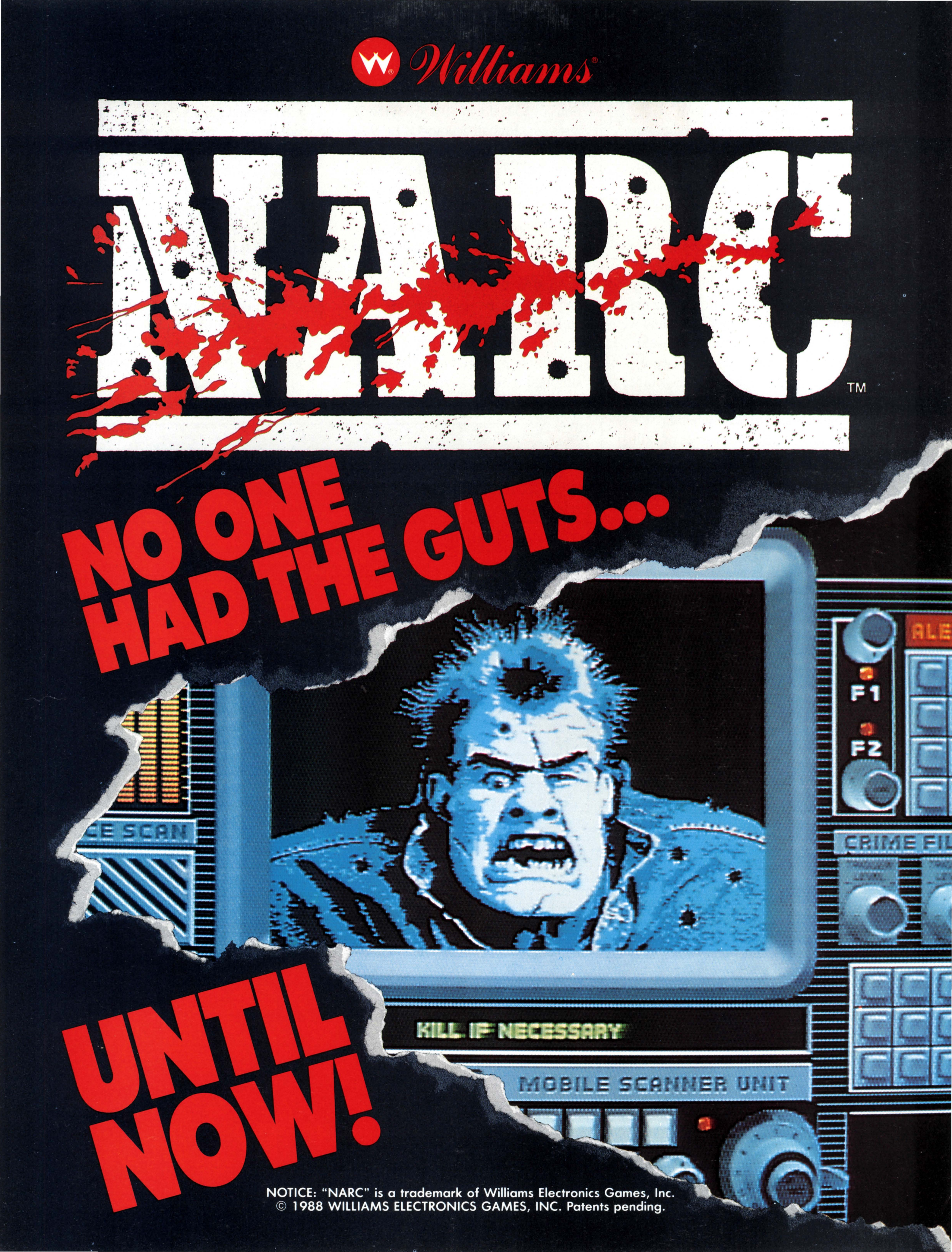
Despite the complaints, video games towered over any other equipment, accounting for roughly 60% of machines on routes. As high as it is though, it's down from the 72% reported the previous year.

Though operators seemed to have dropped back on buying new video games, they made up for it with other types of equipment. The newest addition to routes was basketball games and operators bought nearly 7,000 of them. In fact, although basketball games are the new trend and were not significant enough to break down last year, this year the equipment made up over 1% of equipment on routes.

About 56% of the operators said they had added basketball games to their routes buying an average of four games and reported average gross collections of $149 per week. Revenues generated by basketball games totaled $70 million of the $6.4 billion industry total. Just as we will see with cranes, basketball game purchases should increase before dropping off. Also, following the pattern we have seen with cranes and merchandisers, the number of companies offering basketball games will probably increase. The recent AMOA show in Chicago in early November featured more than 15 companies producing basketball games, nearly triple the number just a year ago.

Operators still found refuge in merchandising equipment as a steady in-

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vestment. Purchases were up considerably; 16,000 compared to just over 7,000 last year. Then we reported that over 40% of the operator population was not operating cranes, but that number dropped significantly to 35%. A large number of operators, 84%, reported that cranes and merchandisers are legal in their states, while just 6% said the machines were illegal. Another 10% said that they didn't know whether cranes were legal or not. Last year legislation was a major concern for many operators and we noted that machine purchases would increase once the legal hassles were settled. For many, that time has come, although some states are still awaiting lawmakers decisions on whether cranes and rotaries are games of skill or gambling.

Those operating cranes and merchandisers reported average weekly gross collections of $177, down a slight 7% from the $191 last year and down 32% from the $266 reported the year before. Gross revenues from cranes and merchandisers accounted for $284 million of the industry gross totals and the equipment made up a little over 2% of the equipment on location, down from the 3% reported last year.

There was good news and bad news in pinball. First, the good news was that operators purchased more pinball games, over 28,000 compared to 18,000 the year before. However, the bad news is that they weren't making as much money from them. Operators reported average weekly gross collections of $54, down 10% from the $60 last year. Pinball accounted for 9% of the games on location, up slightly from the 7.7% last year. Revenues from pinball was $390 million of the industry total.

When asked if they had added or deleted any type of equipment to their routes, 12% of the operators said they had added pinball, while 10% said they had deleted flipper games. The outlook for pinball is sketchy but not because there are no good pins. There are only four pinball manufacturers, although Bally and Williams are owned by the same corporation. Premier and Data East round out the list of pin manufacturers. All have introduced exceptional games, but pinballs are not outdated like most video games, so operators are not pressured to change them as often. Another plus is that all of the manufacturers have been working diligently on improving the electronics and making the games more service-free for operators. Pinball has been a staple of the industry and that's not going to change.

The jukebox portion of the industry is seeing a definite rejuvenation because of new technology and the publicity of celebrating the 100th anniversary of the jukebox. The impact of the compact disc jukebox is being

NEW GAME PURCHASES

GAMES	1988	1987	1986
Videos		225,000	173,000
Dedicated	153,000	•	•
Kits	90,000	•	•
Pinballs	28,000	18,000	28,000
Jukeboxes		13,000	14,000
CD	4,000	•	•
Standard	12,000	•	•
Pool Tables	16,000	13,000	12,000
Merchandisers	16,000	7,000	10,000
Dart Games	16,000	12,000	8,000
Basketball	6,500	•	•

STATE OF THE INDUSTRY VITAL STATISTICS

	1988	1987	1986	1985	1984
Gross Collections (Billions)	6.4	5.4	4.0	4.5	4.5
Weekly Gross					
Per Video Game	•	64	57	57	53
Dedicated	92	•	•	•	•
Kits	68	•	•	•	•
Operator Population	5,100	4,700	4,500	6,000	9,000
Games On Location	1,750,000	1,510,000	1,450,000	1,500,741	1,652,324
Locations	460,000	375,000	350,000	293,392	378,464
New Game Purchases	330,000	298,000	255,000	233,150	260,324

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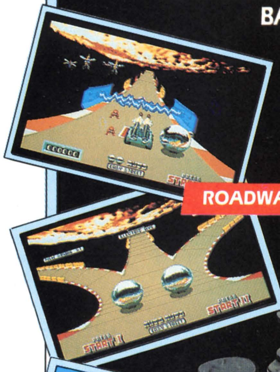

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felt throughout the operator population. Last year weekly gross collections on jukeboxes averaged $69 but we did not separate 45s, CDs, or video boxes. We did, however, attribute the rise in collections to the CD and video jukeboxes although a mere 12% of the 36% of the operator population that operated jukeboxes reported buying CD boxes.

Since we broke down the categories this year, it's plain to see that CDs are having a positive affect on jukebox collections. Although this year operators were reporting $59 average weekly gross collections on regular 45 jukeboxes, a staggering $128 was reported on CD boxes. This year the percentage of the operators using jukeboxes rose to 72%. Of that number, 29% said they had bought CD jukeboxes this year, while another 16% said they were considering it this year. Jukebox revenues added $595 million to the industry's grand total.

About 27% more operators reported operating dart games although the average weekly gross dropped significantly from $73 to $44. Unfortunately, we were hoping to see an increase in operators utilizing a league program, but instead more than 25% of the 38% of operators with dart games reported not being in a league program. While 38% of the responding operators said they had added darts to their equipment lineup, most did so without leagues. Dart games accounted for about $86 million of the industry total gross collections, $16 million more than basketball games. New game purchases were up 33% to 16,000 compared to 12,000 last year.

Pool tables showed a healthy 36% rise in average weekly collections, up to $83 compared to $60 last year. Nearly 85% of the operator community operates pool tables, but 58% of them don't use any league program. Pool table purchases were up to 16,000 from 13,000 last year. As operators look to longevity and return on investment, pool tables top the list of equipment. Pool tables have long been a significant part of the coin-op industry and the rise in collections makes operating pool tables attractive.

Other table games such as air hockey, foosball, and shuffleboard also showed an increase in purchases and the number of operators looking to them as alternatives. Over 17% of the operators reported operating air

EQUIPMENT TYPES AS PERCENTAGES OF GAMES ON LOCATION

GAMES	1988	1987	1986
Videos		72	65.2
Dedicated	49	•	•
Kits	17	•	•
Pinballs	9	7.7	10.3
Jukeboxes	13	6.2	8.6
Pool Tables	5	3.4	5.7
Merchandisers	2	3.7	2.9
Dart Games	2	3.1	2.6

AVERAGE WEEKLY GROSS COLLECTIONS BY TYPE OF MACHINE

TYPE OF MACHINE	1988	1987	1986	1985	1984	1983	1982	1981	1980	1979
Pool Tables	$ 83	$ 60	$ 61	$ 58	$ 63	$ 58	$ 63	$ 67	$ 66	$ 57
Merchandisers	177	191	266	•	•	•	•	•	•	•
Electronic Dart Games	49	73	44	57	55	•	•	•	•	•
Video Games		64	57	57	53	70	109	140	102	64
Dedicated	92	•	•	•	•	•	•	•	•	•
Kits	68	•	•	•	•	•	•	•	•	•
Kiddie Rides	36	35	33	21	50	•	37	•	•	•
Pinball Games	54	60	51	52	41	38	55	66	63	65
Phonographs		69	55	47	40	50	51	55	50	54
Standard	59	•	•	•	•	•	•	•	•	•
CD	128	•	•	•	•	•	•	•	•	•
Shuffleboards	33	45	•	31	30	•	48	31	28	41
Foosball	35	28	•	25	26	•	31	28	20	31
Basketball	126	•	•	•	•	•	•	•	•	•

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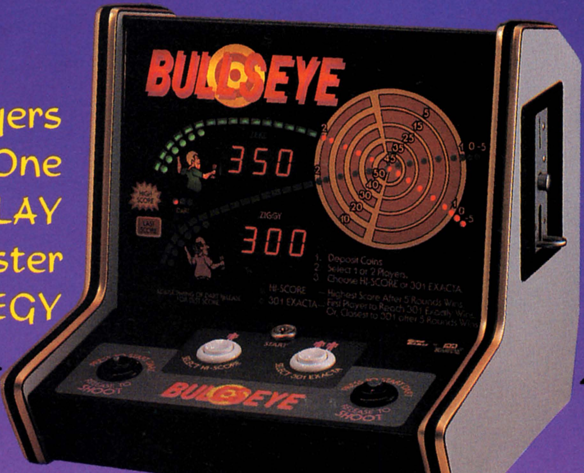
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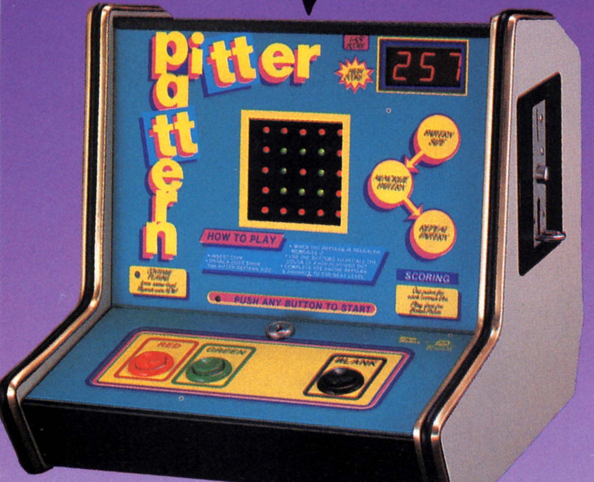
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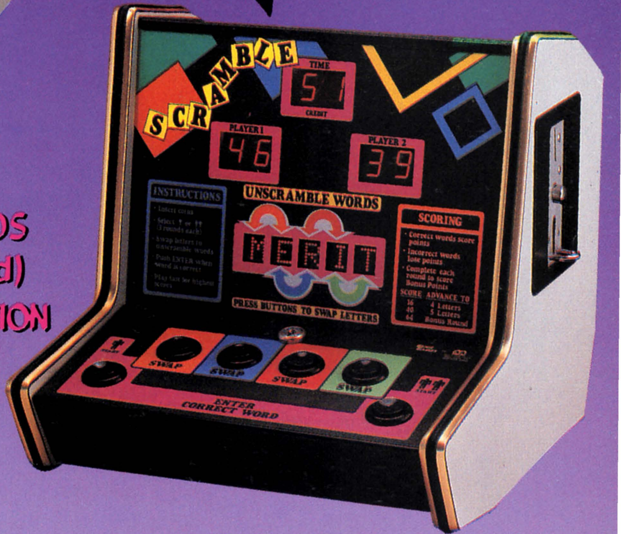
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46
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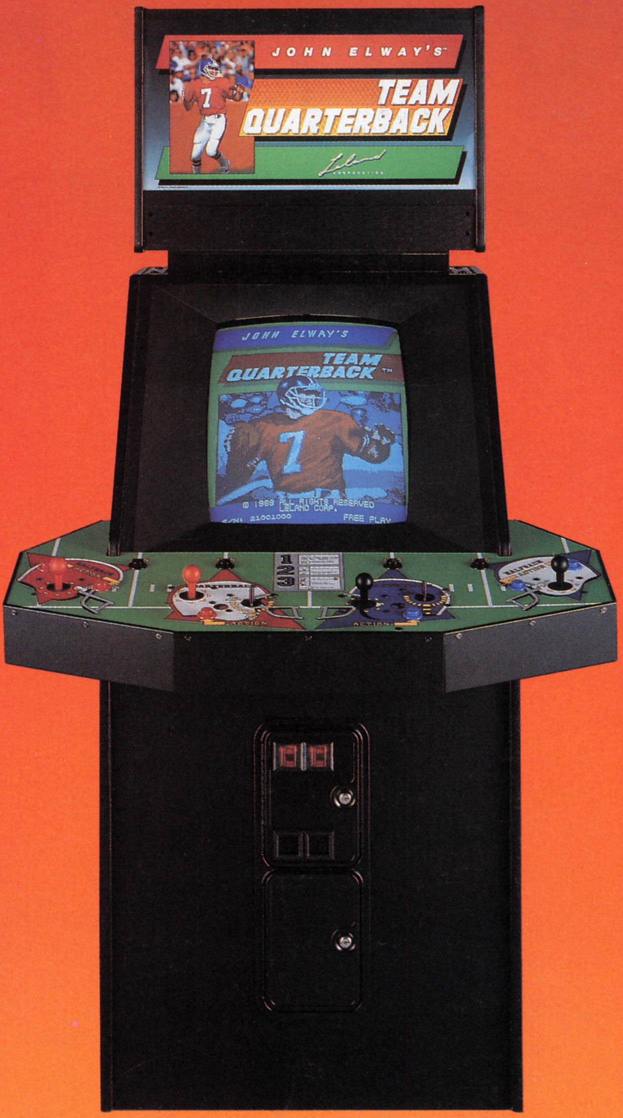
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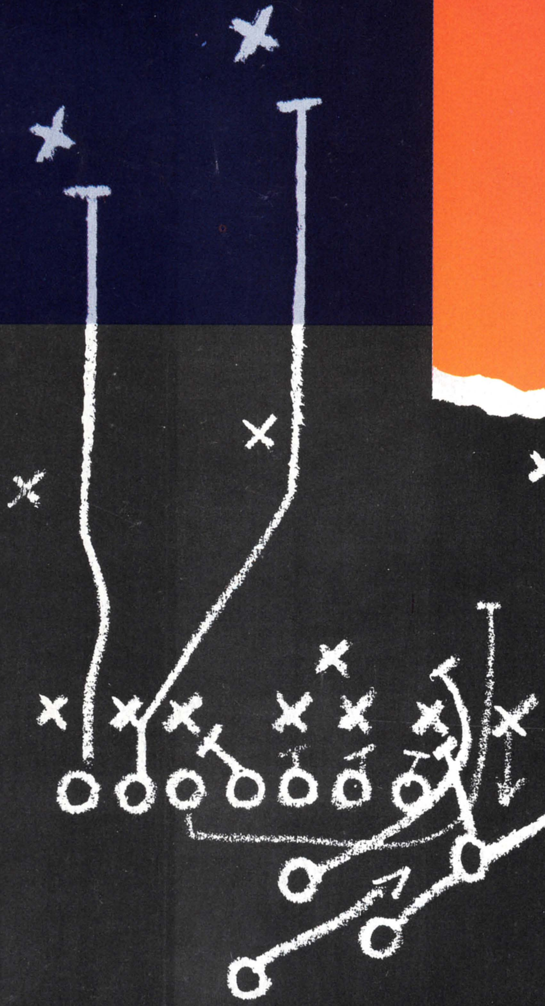

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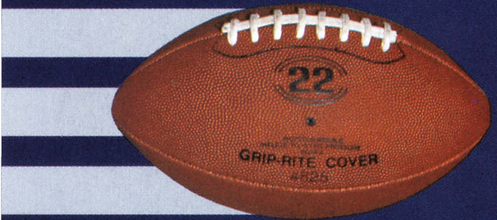
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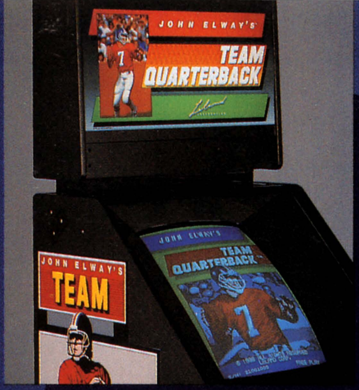
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JOHN ELWAY'S
TEAM

Walk up to it,

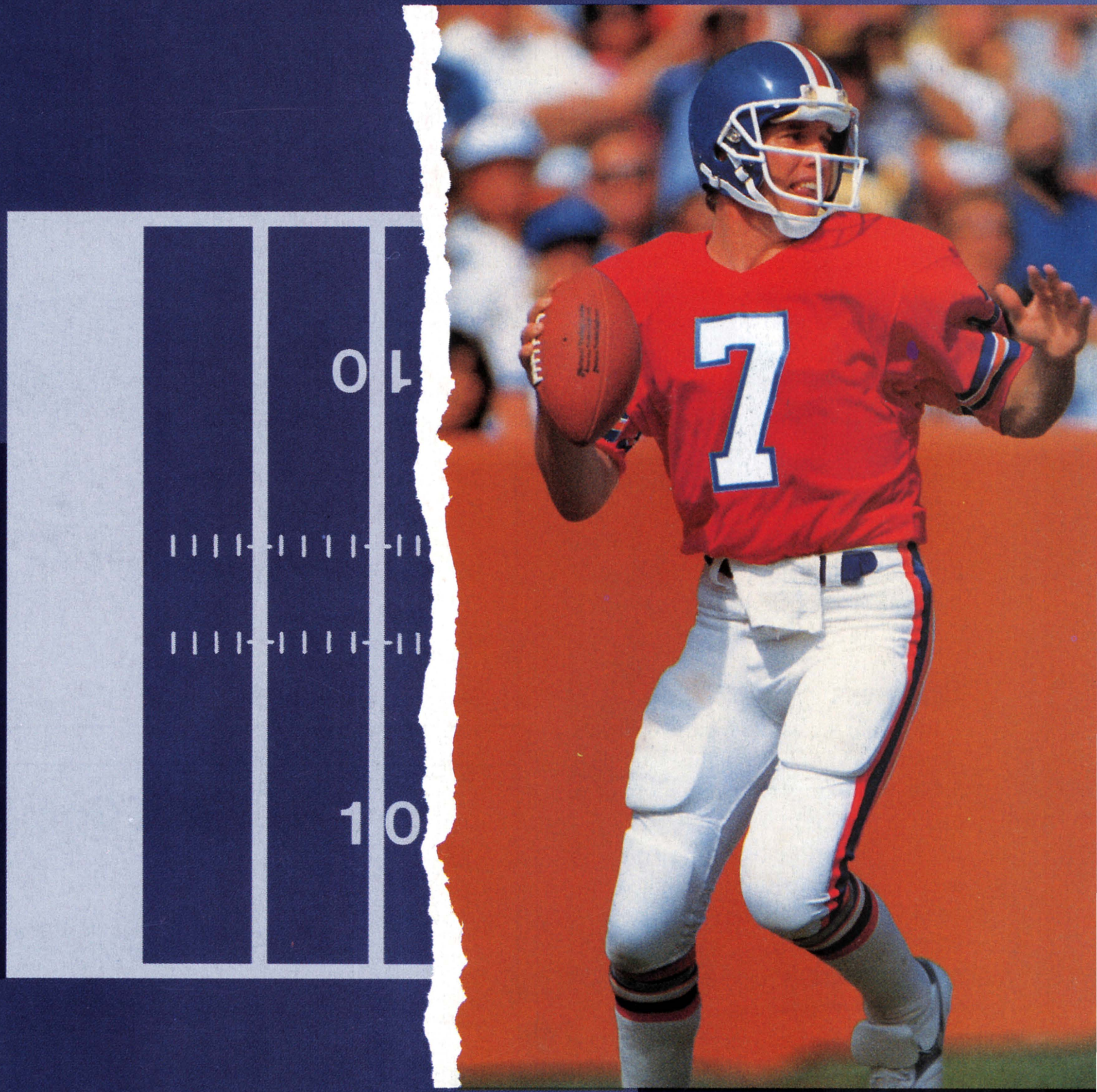
drop in a coin...

watch all hell break

loose. Whoever said

it's just a game better

take a closer look.



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R T E R B A C K

hockey tables, 21% have shuffleboards, and 32% have foosball.

Last year condom machines inundated the industry. While 75% said they didn't operate them and didn't plan to, about 17% had said they were planning on adding condom machines to their routes. However, not many of them did. This year a hefty 83% said they don't operate them and don't plan to, while a mere 8% said they were planning to and another 8% said they were already operating condom machines. There probably won't be much of a change in that number for the year to come.

The percentage of operators operating cigarette machines has not changed significantly, however, about 12% reported that they had eliminated cigarette machines from their routes this year. The surgeon general has campaigned vigorously to ban cigarette sales through vending machines, and many cities are following his lead. Though the cigarette industry is challenging the legislation, the fact remains that cigarette smoking is on the decline and operating cigarette machines is becoming more difficult.

Vending machines offering food and drink are operated by about 15% of the amusement operators, pay phones by only 5%.

Business

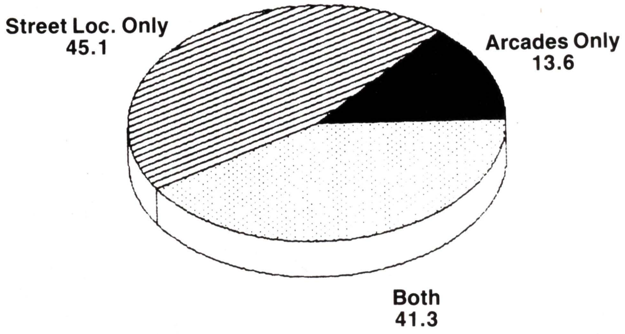
Last year we estimated the operator population at 4,700 and this year at 5,100. Operators reporting more competition increased to 35% from 27% last year and those reporting a decrease in competition dwindled to 10% from 15% last year. Although 87% of the responding operators said they operated video games, 13% operated only other types of equipment. With a slight increase in the operator population, it could mean that some have entered the industry with the new wave of basketball games, cranes, and merchandisers. This industry is notorious for attracting outsiders when popularity of a certain type of equipment is apparent.

On the positive side, it's comforting to know that 40% of operators have been in the business more than 15 years, and 23% have over 30 years experience. One interesting fact is that nearly 35% of the operator community has been in the business between five and 10 years. This number represents the video boomers who made up such a large percentage of the operator population during the boom years when 61% of the operators had been in the business less than three years. These operators entered the business when times were good, perhaps when many got into it that didn't make a go of it. However, these operators survived and are now successful.

Operators continue to add an element of professionalism by adding computers to their businesses. Last year half reported using a computer and 28% said they were considering one. This year the number of operators using computers edged up to 52%, and another 33% said they are considering it. Of those using computers, 72% said they are not using a route management program designed specifically for the industry. Of the 28% that are using a route management program designed for the coin-op industry, 20% of them are satisfied with the program.

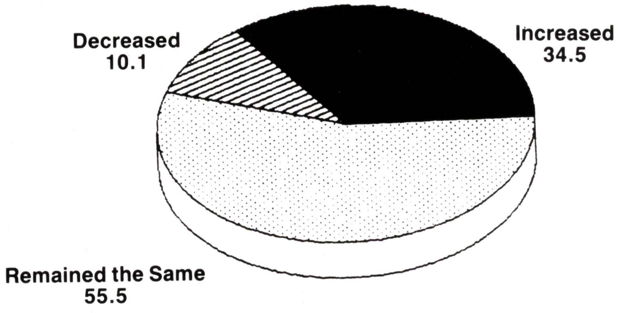
The tradition of location loans has not changed dramatically over the years, still hovering at about 49% of operators making them and 40% of

Type of Operations



percent of respondents

Level of Competition



percent of respondents

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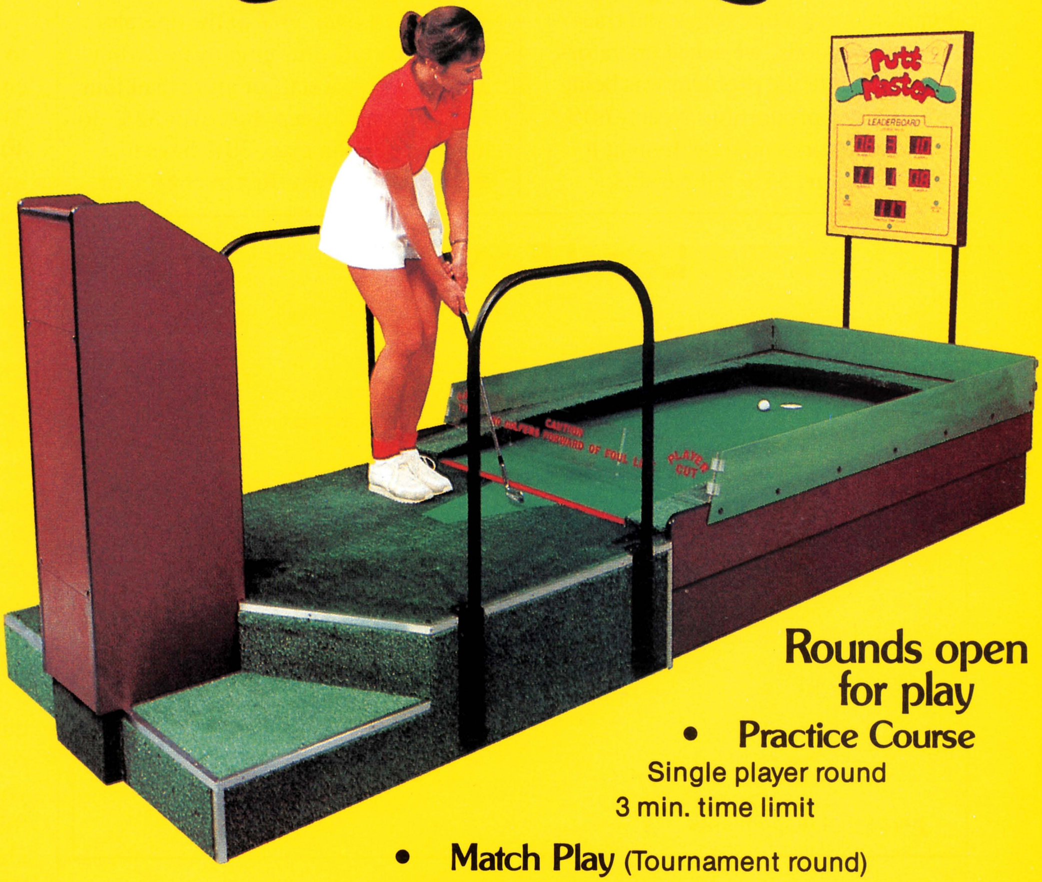

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- **Match Play** (Tournament round)
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- **The Skins Game** (the ultimate challenge)
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SEE US AT ACME — BOOTH 702

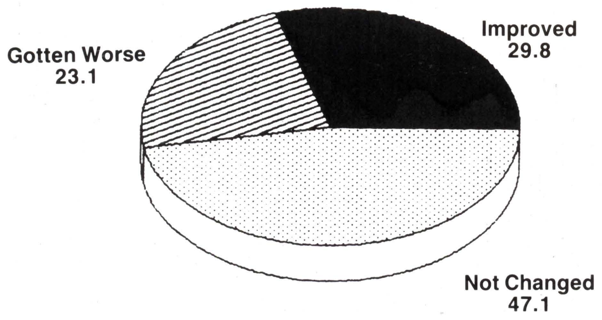
those claiming they very rarely make location loans. The number of operators using location contracts has risen slightly. Of the 65% of the operators using location contracts last year, 49% said they use them sometimes and 14% said they use them always. This year 70% of the operators reported using contracts, 53% sometimes and 17% always.

Since the issue of parallel games has dominated magazine pages and trade show discussions, we asked operators if they thought the problem was being blown out of proportion. Nearly 60% of the operators said they thought it was. However, 55% felt parallel games were legal, while 19% said they felt the games were illegal. Another 26% said they were undecided. A sizable 96% percent of operators did feel that games should be available from manufacturers in both kit and dedicated form.

The majority (58%) of operators collect their routes once a week, virtually unchanged from last year, and 33% collect them once every two weeks. Just over 54% of the operators have three full-time employees, while 36% reported a staff of more than four full-time employees. Just over 32% do not have a technician, 30% have one, and 17% have two. Just over 86% of those that have their own technicians on staff use in-house, on-the-job training, while 8% use independent school training. The average operator has two company vehicles and just over 11% uses employee-owned vehicles. A hefty 79% of operators do their own conversions, while 20% let their distributors do their game conversions. Just over 2% use system cabinets.

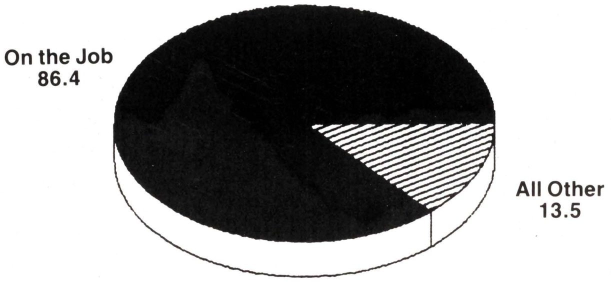
More than 51% of operators belong to their state associations, which is an encouraging figure. It represents a 21% increase over last year when just 40% said they belonged to their state associations. Also, more operators joined the national operators association (AMOA), 45% compared to 38% last year. In 1986 only 64% of the operators cited local distributors as their major source for new games. That number rose to 72% in 1987 and again was up slightly to 73% this year. Just over 44% reported their local distributor as their major source for used games, up slightly from last year. A whopping 84% of the operators reported being satisfied with their local distributor.

Local Economy



percent of respondents

Sources of Training for Technicians



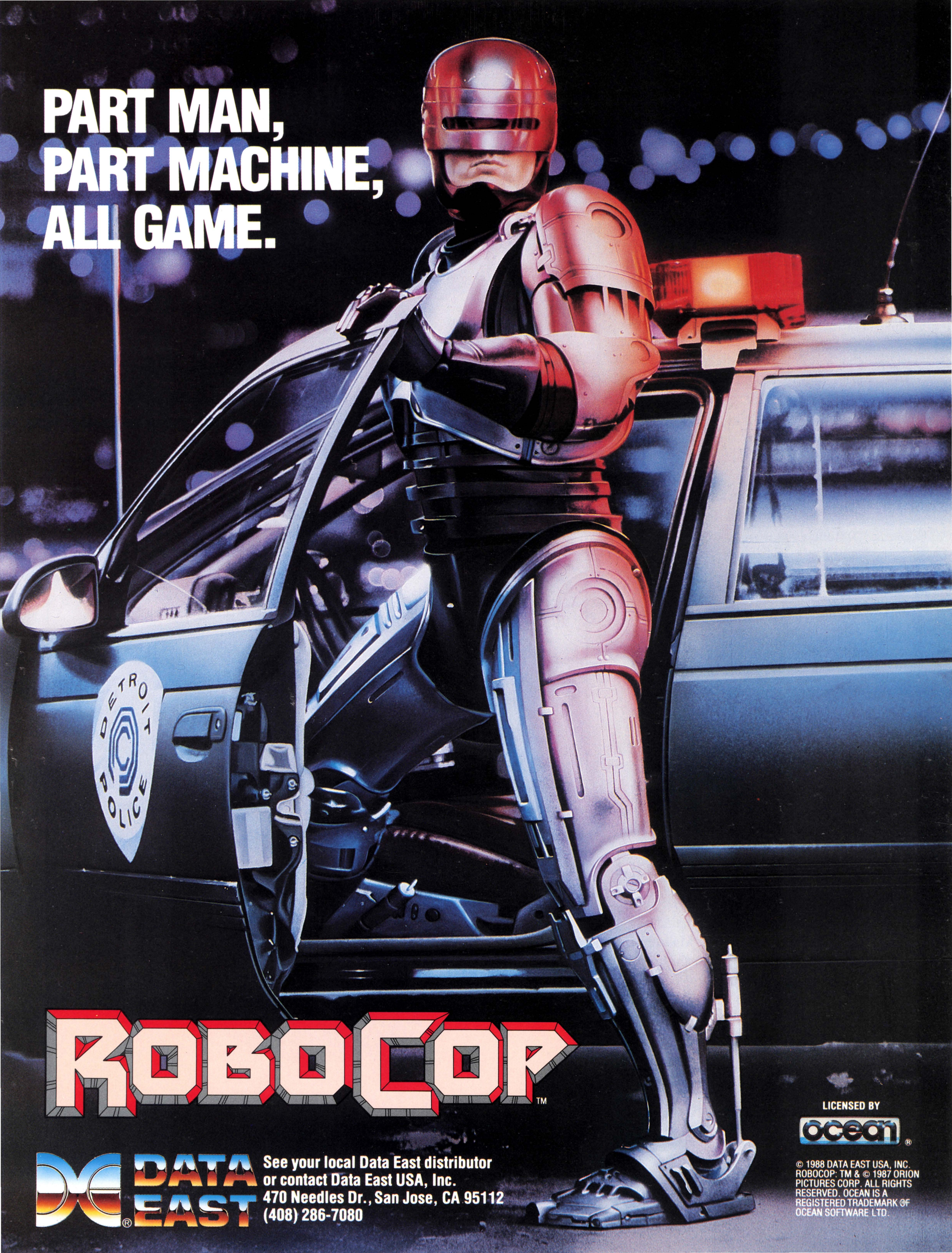
percent of respondents

Outlook

What lies ahead for a $6.4 billion industry? The numbers you have just read are certainly encouraging. When you read the operator comments following this story, you get a good idea of what the average operator is thinking and what problems are plaguing his business.

One transparent concern is the escalating cost of video games. Operators today have a much clearer understanding of their return on investment, and are concerned about prices rising faster than collections. Video games are blanketing the market, and many feel that too many are not adequately tested. A pool table, for example, may have a 7-year life expectancy for an operator, compared to weeks or months for a video game that may be double or triple the price.

Manufacturers are baffled by a complacency by operators towards new games, but can't seem to understand that not too many operators are financially able to buy expensive games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often. We see comments comparing the industry today to that of days before the video bust and shake-out. Are operators paranoid? Or are they just being cautious about getting caught again in a vulnerable position?

The trend is sliding towards alternate equipment and collections are healthy for those machines. Basketball is the latest wave of exciting equipment. Operators will continue to add basketball games to their routes over the year. A word of caution: Carefully compare before you buy. Investigate the company to make sure it's not one that's here today, gone tomorrow, with you stuck with equipment you can't get parts for. The industry is not new at seeing an influx of new companies offering the latest fad, so don't make a costly mistake.

Some basic equipment may not be a quick return on investment, but much of it is at least certain. Operators will continue to add longevity pieces to their routes. They know the market can't absorb too many mediocre video games, just like manufacturers can't afford to sell too many questionable games. Operators are speaking up and, hopefully, being heard by those that need to hear what they have to say.

The past AMOA was a disappointment to anyone expecting to see the messiah in the form of a coin-operated machine. In fact, most operators said they did not see anything they hadn't seen or heard about previous to the show. Are the days gone when an international trade show featured brand new games to tantalize an eager audience? I hope not.

The industry is in turmoil but I'm optimistic enough to believe that all sides can work things out. Manufacturers, operators, and distributors are all deserving of a fair profit from their businesses, but not at the expense of one another. ☐

TELL 'EM
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IN THE 'METER

WHAT OPERATORS HAD TO SAY

"We need to avoid the slump between fads."

"Rarin' to go!"

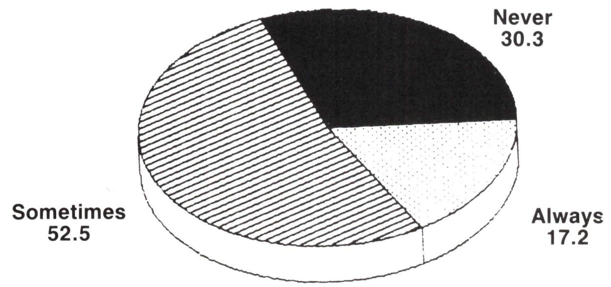
"Tired of fly-by-night people causing problems with customers."

"Healthy, but manufacturers are over-producing for the small operators."

"The biggest problem is with the people in the industry, not the industry."

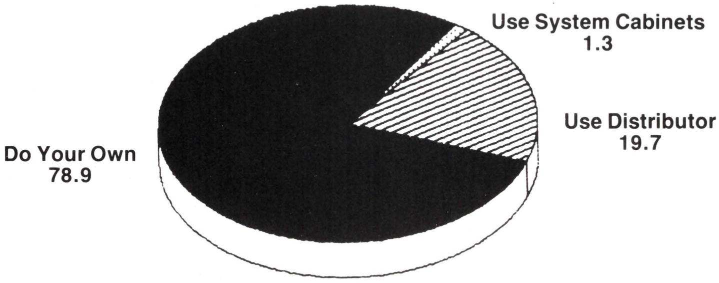
"Too many people think they're going to

Frequency of Location Contracts



percent of respondents

Handling Conversions



percent of respondents

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get rich quick."

"Good, but we expect more competition. Prices of dedicated games and good kits are outrageous."

"The home games may become too much competition for the arcades and operators, because the manufacturers' prices are too high."

"The activity surrounding video is declining; I'm glad I have my billiard account."

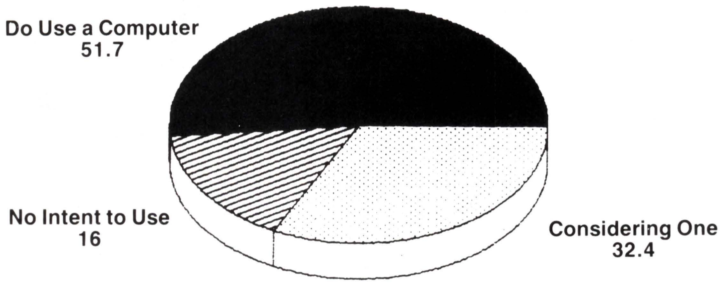
"It is at a point of increase and could go either way."

"The major video game manufacturers should give at least a year notice on home video releases, because my earnings start declining immediately after the home game is released."

"It seems we're spending more time battling each other instead of creating growth. It's sad."

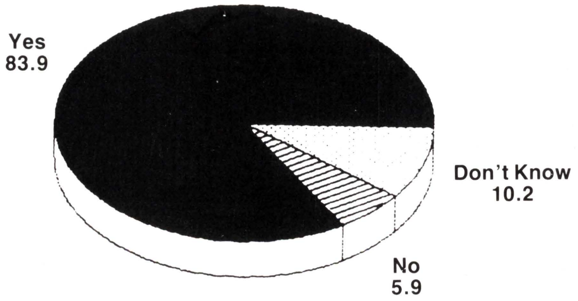
"Still improving. Loyalty and unity are two-way streets. The manufacturers and distributors should remember that."

Use of Computers



percent of respondents

Legality of Cranes & Merchandisers In Home State



percent of respondents

"Strong. Competition is getting stronger again."

"Good with the CD jukeboxes and dollar coin. The parallel issue could disrupt the present distribution network."

"The fun and excitement are gone; everything is numbers."

"It has rebounded from the crash. I'm really excited about what is happening."

"The industry must go to 50-cent play on pinballs and videos."

"If you work hard and use your head you can make a living."

"Everything is too high-priced. No wonder parallels are a hot issue."

"Good, but the manufacturers are overproducing."

"Games need to last more than six months."

"It is in a transitional period dominated by the manufacturer, who should put out quality games instead of quantity."

"Prices are too high on dedicated machines and kits are increasing in price."

"Good shape. Things will improve now that parallels are legal."

"Doing better this year than ever."

"Basically stable, but prices of kits and dedicated games are too high."

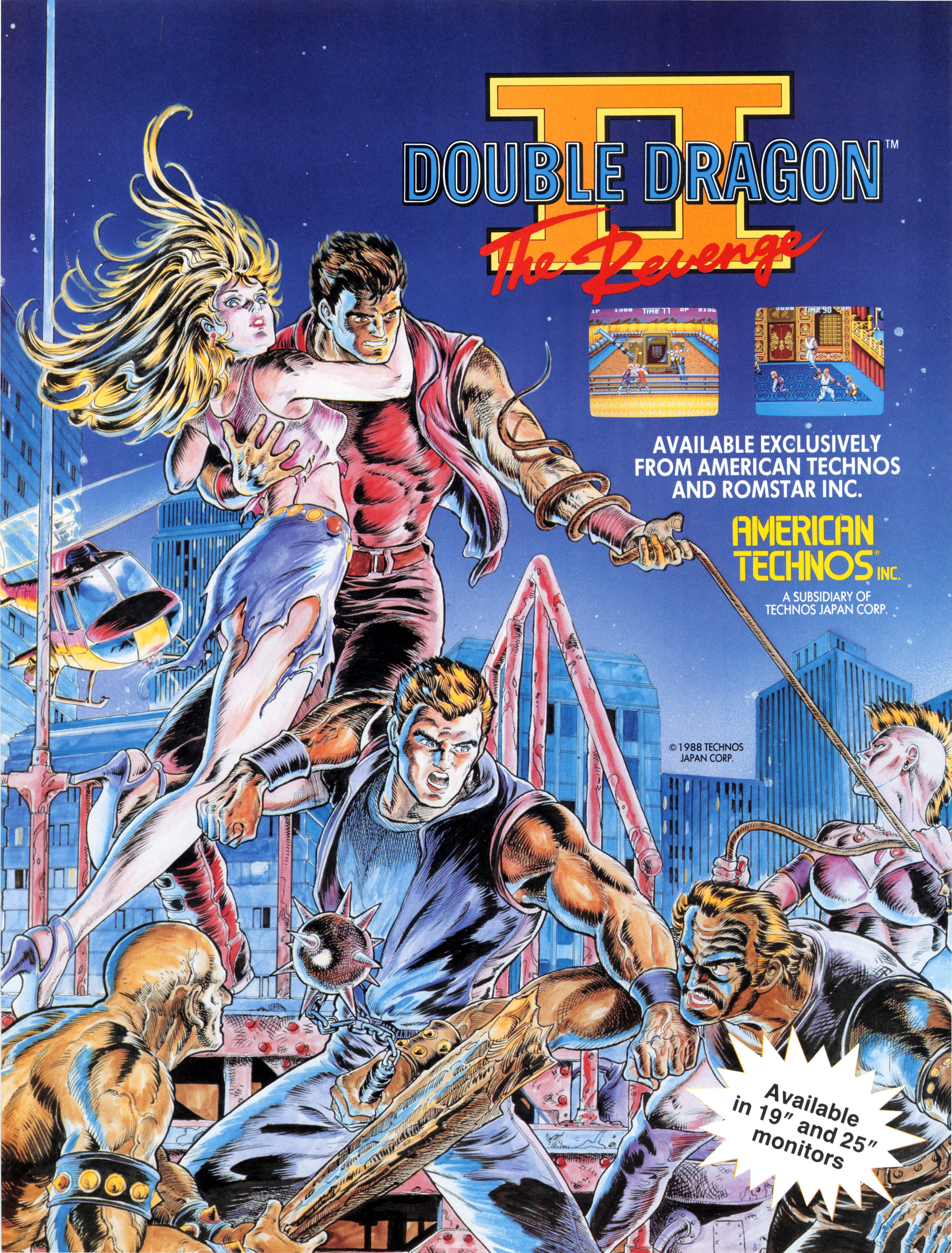
"Competition is tough."

"I see history repeating itself. The Japanese are going to expand arcades."

"Things are only fair. Operators need good kits, not excessively high-priced dedicated games."

"It can remain healthy if operators reinvest money back into their businesses."

"Overall stable, but consistently fluctuates."



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“The manufacturers are money-hungry again.”

“There are fewer good kits on the U.S. market.”

“The manufacturers are putting out untested and lousy games, again.”

“Video bust may occur again; prices are way too high.”

“Stabilizing and slowly getting better.”

“Strong, but getting too much competition.”

“The newer home systems will hurt industry badly in the near future.”

“Unchanged from the last couple of years. I would be better off if I could just buy kits. A lot of other operators feel the same.”

“Manufacturers are raising prices on kits and dedicated too high.”

“In a good state. Some machines are too high-priced.”

“Constant increases in taxes and licenses make it difficult to stay in business.”

“Too many ‘operators’ have dropped their service charges, making it more difficult for those who still legitimately do service to justify our changes.”

“Good. Hopefully, it will continue.”

“The biggest challenge is government taxes and regulations.”

“The manufacturers need to face giving operators a choice between kits and dedicated games.”

“Prices need to decrease 10-15% to prevent further expansion of small manufacturers with poor or parallel games. Remember 1985.”

“Overall it is better, but the industry suffers from a predisposition against video. My local area especially.”

“We are headed for a battle of domination by Williams for pinball and Rowe for music. Lack of significant competition will cause even higher prices.”

“Very stable, but high pricing of games is hurting us.”

“The industry needs more innovation, knowledge, and hard work. We need more American game designers for a variety of games.”

“This is the best year in five years.”

“There is a decline in video games, but more interest in basketball and redemption games.”

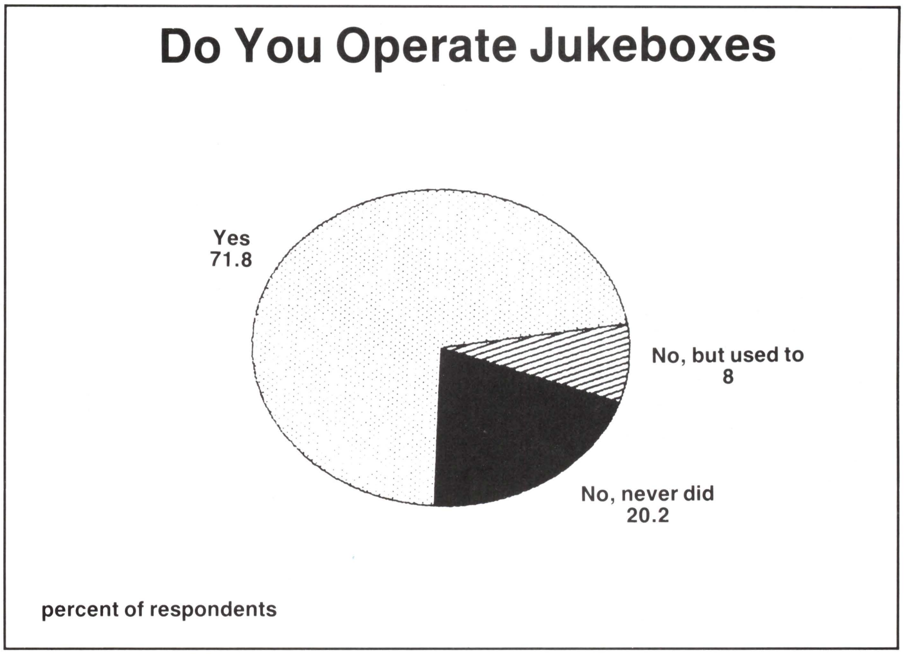
“Lots of good products, but the prices are too high.”

“Very sound, but we need to get rid of the scam artists.”

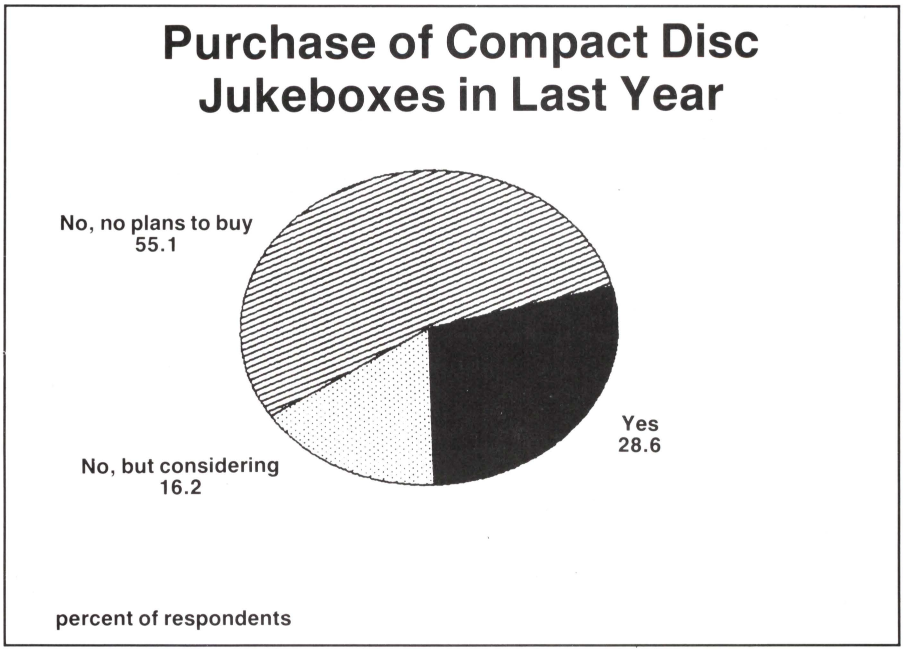
“Atari and Sega should price their games more in line with cost and markup.”

“Discourage distributors from selling direct to locations again.”

“It could be improved by manufacturers



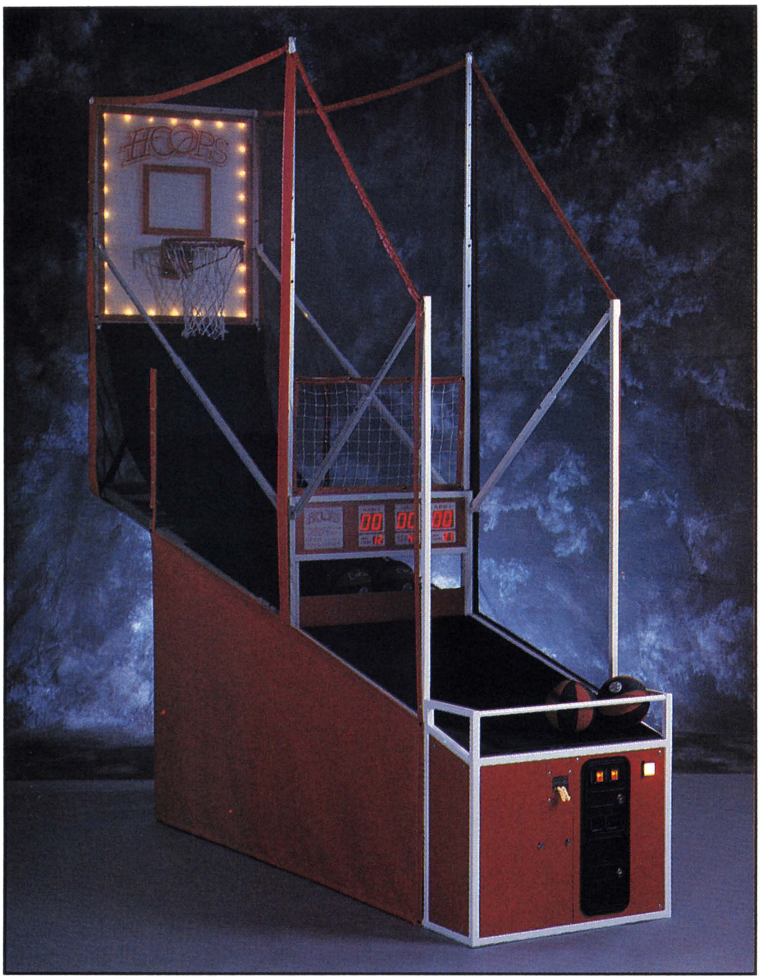
Do You Operate Jukeboxes



Purchase of Compact Disc Jukeboxes in Last Year

HOOPS

The Famous Fold-up, Adjustable Basketball Game



WHAT GAME HAS HELD ITS PLAYER APPEAL FOR NEARLY 100 YEARS? Easily played alone, or in friendly competition, basketball has proven to be a big winner in many locations. However, problems of size, reliability, and installation time have discouraged many operators.

THE UNIQUE DESIGN OF THIS GAME WILL REVOLUTIONIZE THE OPERATOR'S USE OF COIN OPERATED BASKETBALL GAMES.

In addition to the three knockout features highlighted in the photos, the game offers many important benefits including:

- Sturdy, all-metal, welded construction with transparent fiberglass screen side panels for long lasting good looks.
- Highly reliable, shock mounted microprocessor-based electronics.
- All games have two-player scoring & unobtrusive sound enhancement.
- Coins-per-play, game time, replay level, etc. are operator settable.
- Resilient acrylic backboard with heavy duty custom hoop.
- Attract mode light chaser automatically switches to steady backboard lighting for play in dim locations.
- Optional bill acceptor, ticket dispenser.

Putting the operator's concerns first has produced a game that, though a bit more expensive, will provide many years of value, service and earnings for the discriminating buyer.

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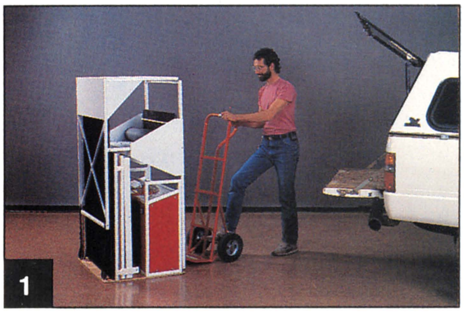
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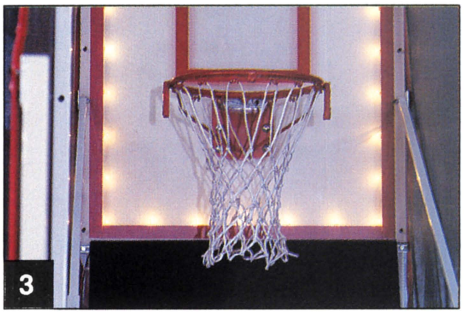
3

1. GAME FOLDS UP!
The entire game folds up into a self-contained package measuring an astonishing 5' x 2' x 32". Problems with storage and transportation are obviously minimized. Best of all, since the folded game fits through any door, one man can easily install it in under 30 minutes.

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Now you need only one game for all your location situations. This game is adjustable in both length and height from a compact 8' x 8' game to an impressive and challenging 10' x 10' set-up. Any combination of length and height (in 6" increments) is easily set. Adapt to a new size for your next location.

3. DUAL BEAM PHOTOCELL SCORING
Players particularly appreciate the dead-accurate photocell scoring and fast, smooth action of this game. (No ugly plastic ring hanging from the hoop net to break or slow things down.) The accuracy and consistency of scoring is especially conducive to league play.

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"Very questionable. Americans need to get together to save it."

"Steady with a 9-11% increase over last year. Technology is improving."

"The people that have been in since the 70s are doing great, the rest just watch."

"Happy with video game receipts."

"We need more ethics."

"Good, but we need more innovative equipment introduced. Sliding back to 10 years ago, manufacturers are making more poor games."

"We can still make a living, but we're losing ground. We desperately need a $1 coin or a validator."

"Strong; interest is high, but I hope the prices of kits don't get any higher."

"Hopeful that a new generation will sustain us."

"Very competitive; lots of problems and long hours, but well worth it."

"Home entertainment systems have made the industry weaker and ripe for a buyout by an overseas buyer."

"Healthier than last year."

"Growing smaller each year. Less street locations and lower revenues. Equipment prices are skyrocketing."

"A good year for video games and for more novelty-type games."

"The shakeout has just begun."

"Good. Kits have given operators a better chance."

"Not as much fun as it used to be. New equipment is over- priced."

"Not as strong as several months ago, but I'm optimistic."

"The people in the industry today are in for the long haul. The fly-by-nights are gone."

"It's the hardest, most satisfying job there is."

"If the manufacturers continue to develop games with the operator in mind the industry will continue to flourish well into the 21st century."

"Very good for those willing to work."

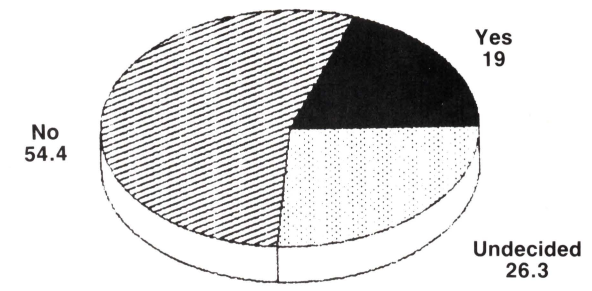
"Manufacturers aren't supporting system games, but charging too much for big games."

"Good business, but we need local associations."

"Business is less than last year. We haven't had any Gauntlets *and* Rampages *like last year."*

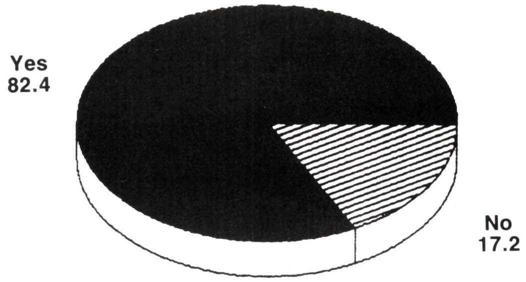
"Some basketball manufacturers are using dishonest marketing tactics."

Do You Consider Parallel Games Illegal?



percent of respondents

Are You Satisfied With Your Distributor?



percent of respondents

QUICK! HOW DO YOU TURN SILVER INTO GOLD?

Quick Silver

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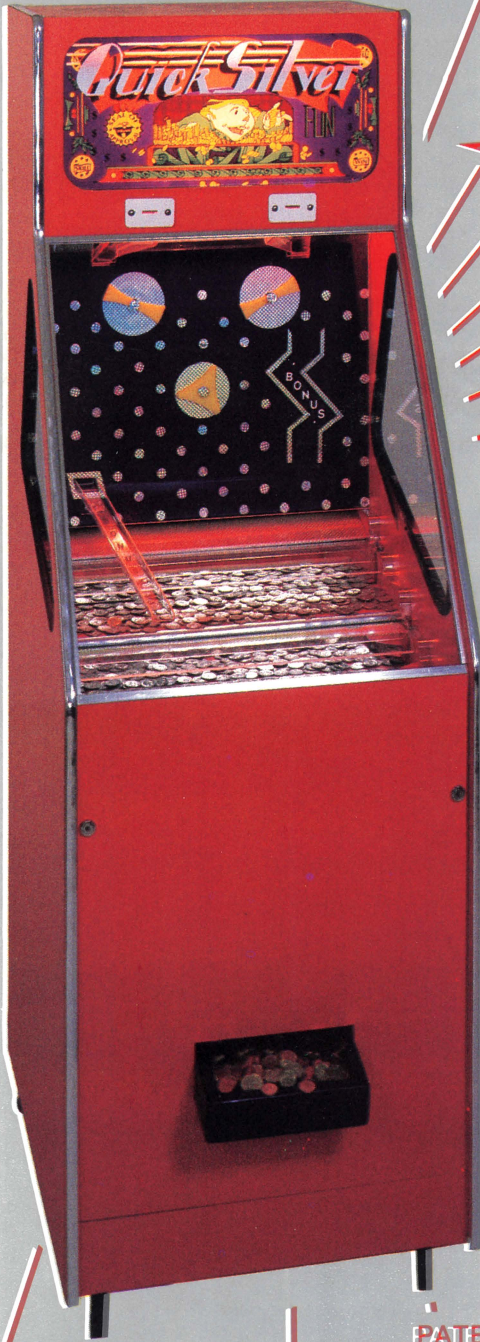

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Cranes-N-Things, Inc.
Design Plus Industries
Doyle & Associates, Inc.
Imperial Investment
Intermark Amusements, Inc.
Kramer Manufacturing, Co.
Master Pitching Machine
Merit Industries, Inc.
Pop-A-Shot, Inc.
Smart Industries
SMS Manufacturing
Streak-Shooter, Inc.
U.S. Games
Video Tech

CARD & AMUSEMENT ONLY GAMES

Alman Enterprises
Big Ten Electronics
John W. Caler Specialtiy Slots
Drew's Distributing
Foxtronics, Inc.
Gamemasters
Games of Nevada
Games of Tennessee, Inc.
Games West, Inc.
Grayhound Electronics
I.C. Tech, Inc.
International Game Technology
Kramer Manufacturing, Co.
Merit Industries, Inc.
Micro Manufacturing
Sigma Game, Inc.
SMS Manufacturing
Tekbilt, Inc.
Video Horizons, Inc.
Visco Games

CONDOMS

E.B. Metal Industries, Inc.
Entertainment Enterprises
Hospital Specialty
Insure, Inc.
L.J.P. Enterprises, Inc.
National Sanitary Labs
P. C. World
Protocol, Ind.
PVC
RMV Sales
Shipman Mfg. Co., Inc.
USA Pharmaceutical, Inc.

CRANES, ROTARIES, & REDEMPTION GAMES

Altec Manufacturing Inc.
Amusement Games Technology
Betson Enterprises
Century, Inc.
Coastal Amusement Distributors
Coin Concepts, Inc.
Cranes-N-Things, Inc.
Cranes of Texas
Doyle & Associates, Inc.
Drew's Distributing
Gamemasters
Global Imports
Golden Touch Mfg.
Grayhound Electronics
Hollywood Cranes
Laurel Metal Products
Showcase, Inc.
Smart Industries
Wedges/Ledges of CA

DARTS

Arachnid, Inc.
Merit Industries, Inc.
Valley Recreation Products, Inc.

JUKEBOXES, CD's, & MUSIC VIDEOS

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Corporation Sonata, S.A.
Deutsche Wurlitzer
G & K Systems, Inc.
Loewen-America, Inc.
Pioneer Laser Entertainment
Rock-Ola Mfg. Corp.
Rowe International, Inc.
Seeburg Phonograph Corp.
Videobox Networks

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Amusement Equipment Exchange
Autorovo Kiddie Rides
Carousel International Corp.
Coastal Amusement Dist.
Dudley's Kiddie Amusement
Kiddie Rides USA
The Kiddieride Exchange
Kiddies of Florida
Kiddyland
Miracle Recreation Equip.
Muppets World Amusement
Rainbow Amusements
Ride Dynamics
Standard Kiddie Rides
Zamperla, Inc.

NOVELTIES

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Allegro, Inc.
Alter Enterprises
Axlon, Inc.
Centek
Coastal Amusement Distributors
Gamemasters
Games of Tennessee, Inc.
Gametronix International
Grand Products, Inc.
I.C. Tech, Inc.
Innovative Concepts in Entertainment
Innovative Industries, Inc.
Johnston Products Co.
Lazer-Tron
Meltec, Inc.
Movie Hut, Inc.
Mr. Vend
Mike Munves Corp.
Profitable Game Incorporated
UBI, Inc.
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Windy Corp.

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Elcotel, Inc.
Excutone Information Systems
Gladwin, Inc.
Golden Co.
GTE Supply
Intellicall, Inc.
International Communications, Inc.
International Telephone Systems
Megatrend Telecommunications, Inc.
National Telecom, Inc.
North American Bell Telephone Co.
ORPCO Comm., Inc.
Own-A-Phone, Inc.
The Pay Phone Corp.
Pay Phone Industries
Payphone of America
Phoneco
Public Pay Phone, Inc.
Russell Laboratories
Summa Four, Inc.
T.A.M.C.O.
Telco Intercontinental
Tele-Smart, Inc.
Teledial Corp.
Telematic Corp.
Totalcom
Viking Manufacturing

PINBALLS

Data East Pinball, Inc.
Midway Manufacturing
Premier Technology
Williams Electronics

SPECIALTIES

(impulse, scales, photos, vcr, etc.)

A.C.S. Corp.
Action Industries
Amazing Photos, Inc.
American Medical Screening
Amusement Serivce Co.
Auto Photo Systems
Berning Scale Service
Bob's Space Racers, Inc.
Breath Test USA
Communidyne, Inc.
Compute-A-Pulse
Computer Amusement Systems
Computer Instruments
Dynalog, Inc.
Farr Scale Co.
Games of Nevada
Golden Circle Marketing
Grayhound Electronics
Gremlin Industries
Health Information Vending
Imperial Investment
International Mutoscope Corp.
Just Vibrations International, Inc.
Kramer Manufacturing
Lazer Maze International
Leisuretime Products & Service
Stanley Levin & Associates
Mayoni
Micorprose Games
Mini Pro Golf Inc.
Miniature Electronics, Inc.
Movie Hut, Inc.
Movie Machine Corp.
Mr. Vend
Nationwide Marketing Services
Nelson Technology
The Norton Company, Inc.
O-Sun Company
Prestige Games, Inc.
Profitable Game Incorporated
Rockwell Enterprises, Inc.
Royal Corona, Inc.
Seecoast Mfg. Co.
Seel Novelties
Seidel Amusement Machine
Skee Ball, Inc.
SMS Manufacturing
The Staley Manufacturing Corp.
Standard Metal Typer, Inc.
Status Games Corporation
Sunmark Business Products, Inc.
Sunn International Industries
Sutton Industires
Tan Body Sun Systems
Tan Me, Inc.
Tape-Athon Corp.
Tech Vend Marketing
Toledo California
Troy M Enterprises, Inc.
21st Century Robotics, Inc.
U.S. Games
Val Enterprises
Video Vendor
Videomax, Inc.
Videotronics, Inc.
Viking Manufacturing
Wedges/Ledges of California
Weight Check, Inc.
Zamperla, Inc.
Zytronics, Inc.

TABLES

(shuffles, bowlers, hockey, soccer, pool, etc.)

American Shuffleboard Co.
American Squash-Front, Inc.
Atlas Billiards
Brunswick Corp.
Continental Manufacturing
Corner Pocket Billiard Supply
Dufferin, Inc.
Dynamo Corporation
Games of Tennessee, Inc.
Global Billiards
Gold Coast Dist.
Imagination Leisure, Inc. Airhockey
Imperial International
Intermark Amusements, Inc.
Murrey & Sons Co., Inc.
National Billiard Co.
Playfair Suffleboard Co., Inc.
Roller Ball
Tornado Table Soccer, Inc.
UBI, Inc.
Valley Recreation Products, Inc.
Williams Electronics

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Advance Mfg. Co.
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Air Depot, Inc.
Air Vend, Inc.
Automatic Products, Co.
AVS Systems, Inc.
L.M. Becker & Co., Inc.
Carousel Industries, Inc.
Cavalier Corp.
Coin Acceptors, Inc.
The Cornelius Co.
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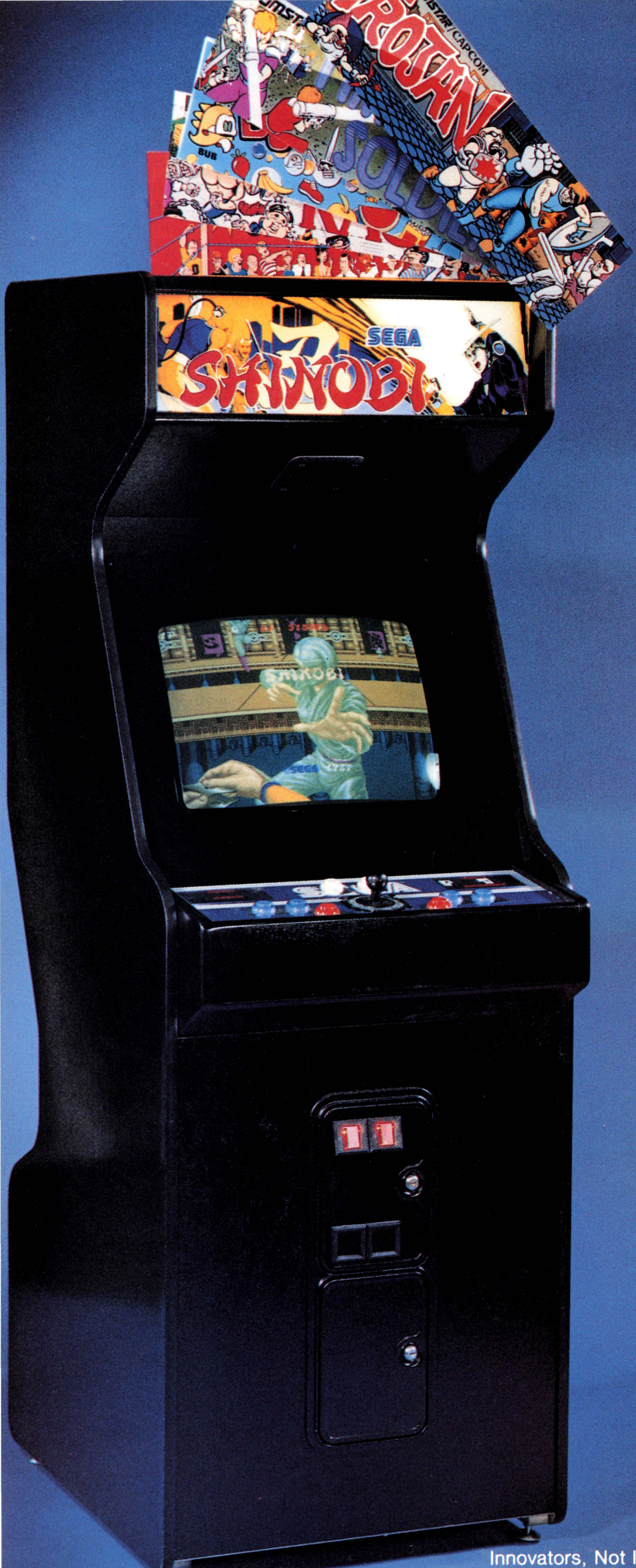

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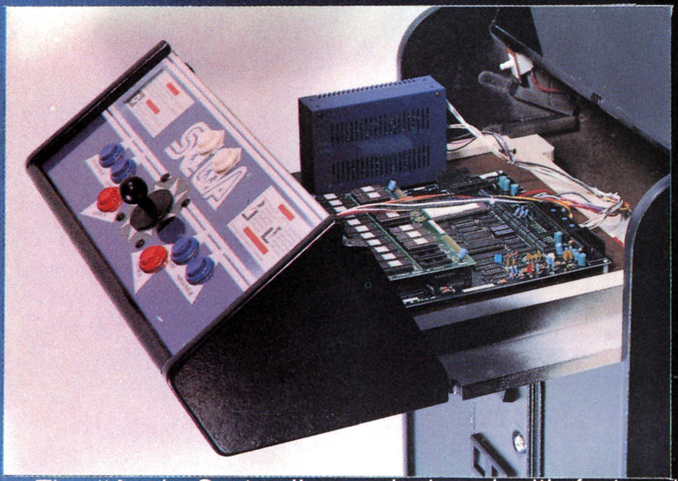

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A new kit can be installed in the angle drawer in 15 or 20 minutes. The drawer comes complete with a board holder, predrilled control panel and plexi, and a Jamma harness with slip on connectors for one and two joystick games.

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Northwestern Crop.
Oak Mfg. Co., Inc.
Ore-Ida Vended products
Polyvend, Inc.
Selectra Int'l Designs
Shipman Mfg. Co.
Snak-Stix
Steiner Mfg. Co.
TKW, Inc.
Twelve Signs, Inc.
U-Seal-It Co.
USI Corp.
Ven Mark, Ltd.
Vend-Rite MFg.
The Vendo Co.
Versa-Vend, Inc.
Wittenborg USA, Inc.

VIDEOS

A.V.T.
Altec Manufacturing
American Technos
Arcadia Systems
Atari Games Corp.
Capcom USA
Continental Manufacturing
Data East U.S.A.
Entertainment Enterprises
Exidy, Inc.
Fabtek, Inc.
Game Operators Corp.
Games of Nevada
Jaleco USA
Konami, Inc.
The Leland Corp.
Merit Industries
Midway Manufacturing Co.
Millennium Game Products
Modular Technology
Namco America, Inc.
Nichibutsu USA
Nintendo of America
Progressive Game Distributors, Inc.
Remark Industries
Romstar
Sega Enterprises
SMS Manufacturing
SNK Corporation Sunsoft
Taito America
Tecmo, Inc.
United Amusements
United Artists Theatre Amusements
Williams Electronics
World Games

U.S. MANUFACTURERS

A

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Timonium, MD 21093
(301)252-1020
Cable: PARKWAY
President: Irvin Kovens
Sales Manager: Ed Kovens
Product Line: capsules, eggs, stamp vendors, video games, cigarette and candy machines, pinballs, coin counters and drink vendors

A.C.S. CORP.

P. O. Box 16135
407 Blade Ave.
Cincinnati, OH 45216
(513)242-6566
President: James Ernest
Vice President: Tom Medcalf
Product Line: compatibility machine

A. V. T. (Advanced Video Technology)

14781 Pomerado Road
Suite #300
Poway, CA 92064
(619)679-9374
(800)852-2223
Fax: (619)486-0866
(619)679-9375 Tech Support
General Manager: Paul Davidson
Office Manager: Jeanette Davidson
Product Line: card game-themed video games and kits; parts and service for Cal Omega products

ACTION INDUSTRIES

2011 Old Cuthbert Rd
Cherry Hill, NJ 08034
(609)429-2050
President: Richard Sukinik
Product Line: Flash Golf (action golf game)

★ ADASTRA INC.

8345 W. 16th Avenue
Lakewood, CO 80215
(303)231-6262
(800)NET-HOOP
President: Foster Brashear
Sales Manager: Eric Brashear
Product Line: collapsible coin-operated basketball games

ADRIAN ENTERPRISES

49 Radtko Ave.
Randolph, NJ 07869
(201)377-6946
Product Line: electronic novelty games

ADVANCE MFG. CO.

11760 Roscoe Blvd.
Sun Valley, CA 91352
(818)767-5466
Owner: Donald Lemke
Product Line: bulk vendor

ADVANCED TELESYSTEMS, LTD.

135 Route 22 East
Springfield, NJ 07081
(201)376-8777
Fax: (201)376-3057
Product Line: credit card and coin pay phones

AIR CHECK

P. O. Box 501
North Superior Ave.
Baraga, MI 49908
(906)353-6090
(800)543-1230
Sales: Mark Niemela
Product Line: compressed air and air water vending machines

AIR DEPOT, INC.

1501 W. Campus Dr.
Unit L
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(303)795-2146
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Product Line: coin-operated tire inflation centers

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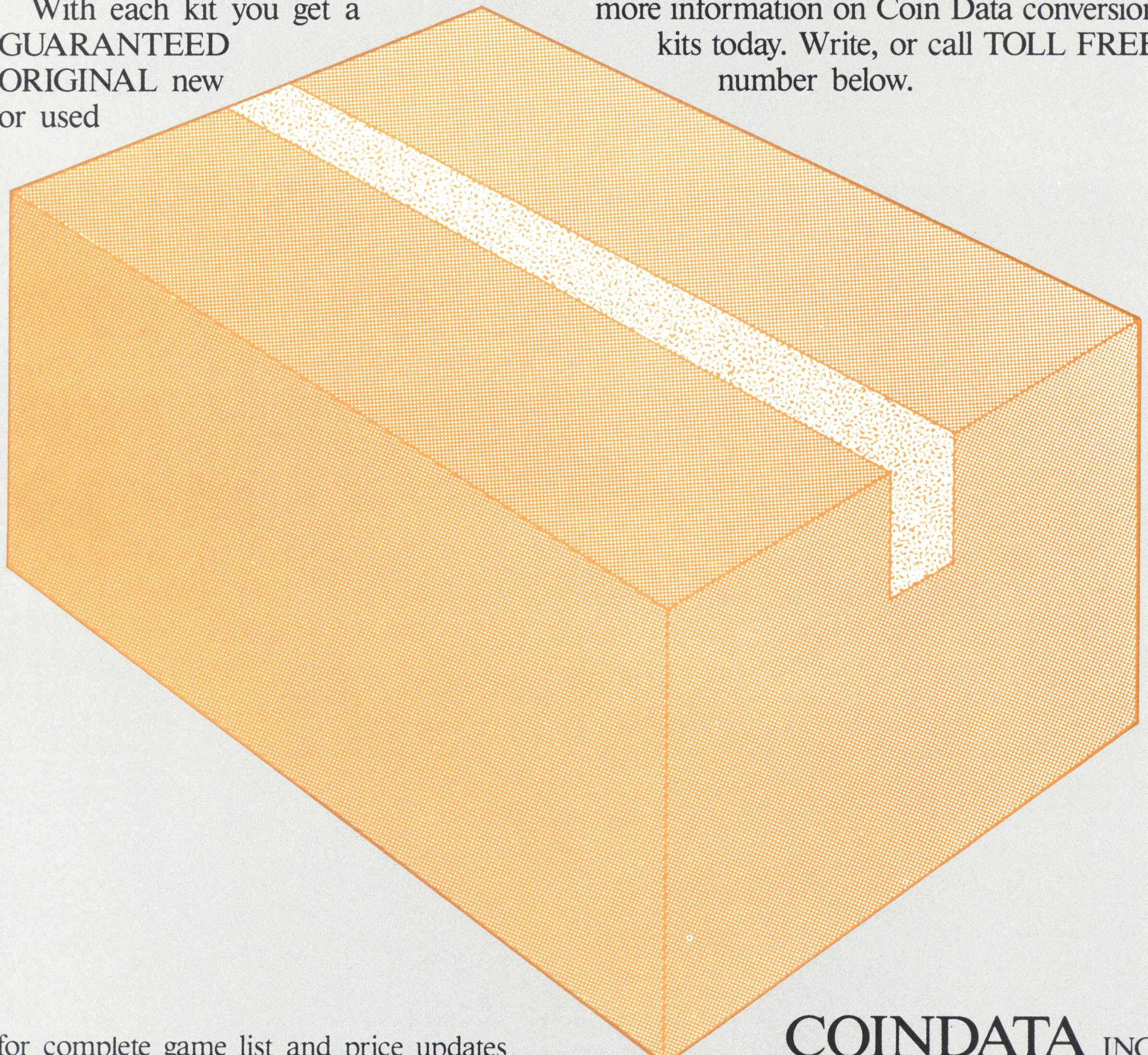

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In Tennessee call (615) 793-9142
FAX # 615 793-9177

COINDATA INC.
107-D Dick Buchanon Street
PO Box 1209
LaVergne, TN 37086

AIR VEND, INC.

1370 Mandota Heights
Mandota Heights, MN 55120
(612)454-0465
(800)247-8363
Product Line: coin-op compressed air vendor for tire inflation; vacuum and air-vac units for automobiles

ALLEGRO, INC.

2711 152st. Ave. NE
Redmond, WA 98052
(206)885-9382
President: Paul Axtell
Vice President: Paul Monson
VP of Marketing: Gary Frank
Product Line: Ninja Web Novelty game; sports reflex game

ALMAN ENTERPRISES

1975 Timber Way
P.O. Box 12086
Reno, NV 89512
(702)329-4555
President: Lane Fleischer
Product Line: vintage slot machines poker machines, amusement devices

★ ALTEC MANUFACTURING INC.

P.O. Box 20215
Reno, NV 89510
(702)323-2900
(800)423-8779
Product Line: amusement devices such as cranes, basketball games, and video games

ALTER ENTERPRISES

25 Dwight Place
Fairfield, NJ 07006
(201)882-9866
Telex: 833231
Fax: (201)808-9612
President: William Alter
Vice President: Earl Heller
Sales/Marketing: Scott Gussin
Service Manager: John Sugrue
Parts Department: Peter Brinkerhoff
Product Line: remote controlled boats and cars for amusement parks

AMAZING PHOTOS, INC.

2621 Pico Blvd.
Unit J
Santa Monica, CA 90405
(213)829-0888
President: Mark Trotter
Engineer: John Biondo
Vice President: John Waldron
Product Line: makers of non-chemical coin-op photo booths

AMERICAN MEDICAL SCREENING

2923 N. 33rd Ave.
Phoenix, AZ 85017
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Fax: (602)269-2128
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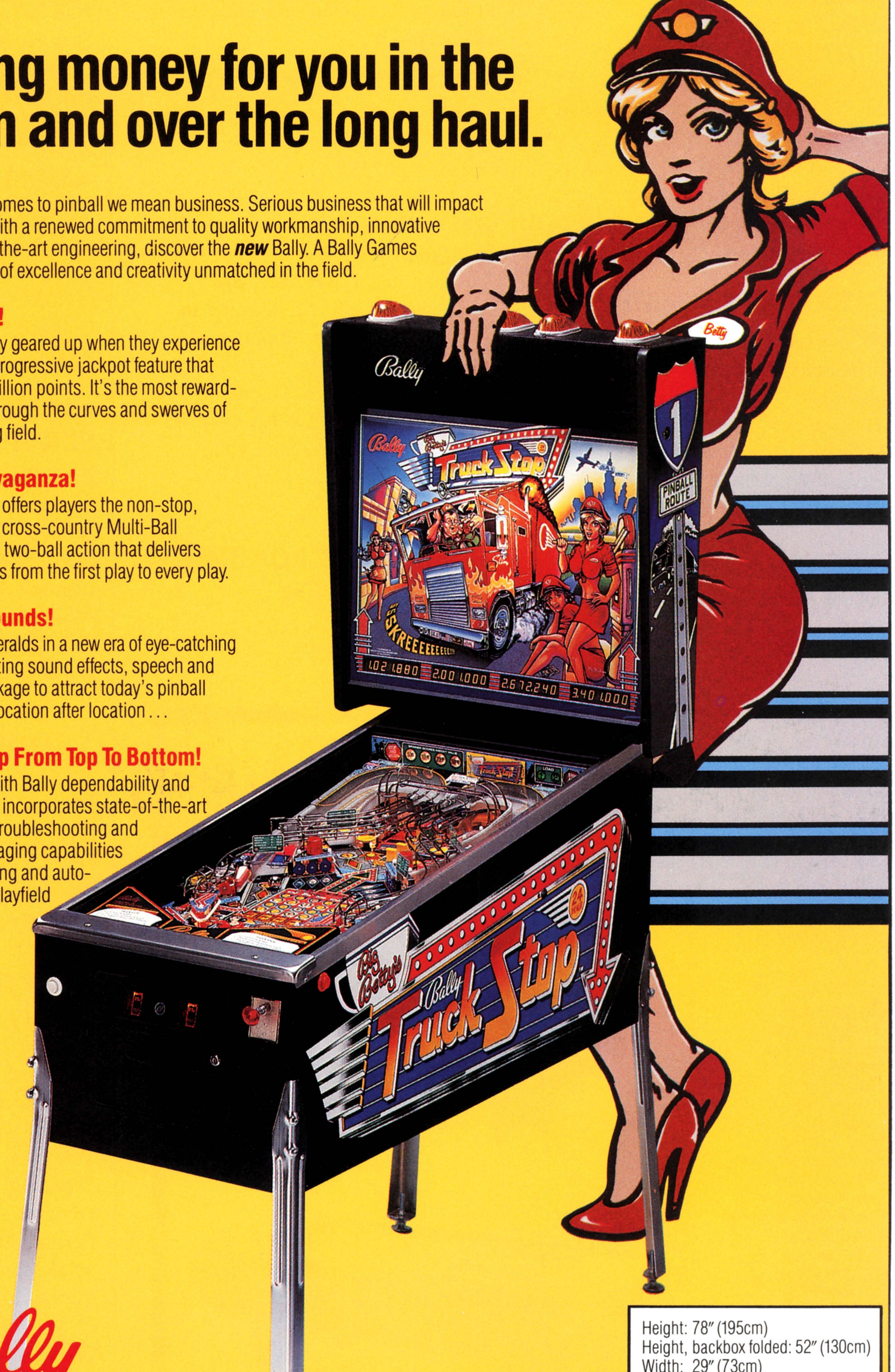

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Union City, NJ 07087
(201)865-6633
President: Mary Cusano
Sec./General Mgr: Nicholas Melone
Sales Manager: Sol Lipkin
Asst. Sales Mgr: Richard Delfino
Service Manager: Leo Stelter
Product Line: table shuffleboards, pool tables, bumper pool, hockey

AMERICAN SQUASH-FRONT, INC.

1016 South Wayne St.
Suite 809
Arlington, VA 22204
(703)979-5952
Telex: 497-6372AMSF-UI
Product Line: table sports games

★ AMERICAN TECHNOS

10080 N. Wolfe Rd.
Cupertino, CA 95014
(408)996-1877
Fax: (408)996-8736
President: Keiicchi Iwamoto
VP/Sales: Aldo Donnaloia
Product Line: video game developers and licensors

AMTECH TECHNOLOGY

Amusement Technology
One Executive Center
Ocean, NJ 07755
(201)918-0300
(800)888-0901
Fax: (201) 918-0501
President: George Braverman
Executive VP: Merrill Braverman
Director of Customer Relations: Patricia Householder
Controller: Mohamed Hanafy
Technical Support: George Ferreira
Director of Design: Joan Lydia
Product Line: kiddie rides, Max Experience

AMUSEMENT EQUIPMENT EXCHANGE, INC.

1203 5th Ave.
Rock Island, IL 61201
(309)788-0135
President: Thomas Leon
Sales: Mike Newcome
Natl Sales Manager: Candice H. Lean
Service: Mike Sones
Product Line: new and rebuilt kiddie rides, arcade novelty and specialty equipment

AMUSEMENT GAMES TECHNOLOGY

25 Hutcheson Place
Lynbrook, NY 11563
(516)593-5050
Contact: Jed Forman
Product Line: Winner crane

AMUSEMENT SERVICE CO.

P. O. Box 19755
Station N
Atlanta, GA 30325
(404)351-0414
Location: 1950 Howell Mill Road
Atlanta, GA 30318
President: Leon Sokolic
Product Line: coin-op VHS systems

ANTIQUE APPARATUS CO.

2555 237th Street
Torrance, CA 90505
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Fax: (213)534-3620
Product Line: nostalgia jukeboxes and nostalgia accessory speakers

★ ARACHNID, INC.

6421 Material Ave.,
Box 2901
Rockford, IL 61132
(815)654-0212
(800)435-8319
Telex: 270576
President: Paul F. Beall
Director of Marketing/Sales: Bernard M. Powers
Sales Manager: Marcio Bonilla
Marketing Manager: Sam Zammuto
Controller: Jay Nellis
Director of Manufacturing: Bob Milnichuk
Inside Sales Manager: Shirley Merlo
Advertising Manager: Barry Reithmeier
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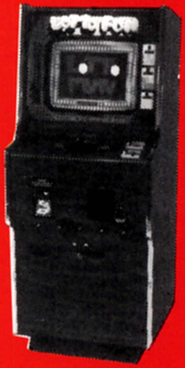

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BETSON

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Fax: 415-949-0157
Telex: 910-240-9392 ARCADIA USA UQ
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Chairman: Martin S. Alper
Director: Frank Herman
Vice President: Rachel Davies
Product Line: video games and conversion kits

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675 Sycamore Dr.
Milpitas, CA 95035
(408)434-3700
Telex: 172959
Fax: (408)434-3776
President: Hideyuki Nakajima
Chief financial Officer: John Klein
Director of Marketing: Mary Fujihara
Vice President of Sales: Satish Bhutani
Eastern Sales Mgr: Jim Newlander
Western Reg. Sales Rep: Greg Rice
Products Managers: Linda Benzler and Jerry Momoda
Field Service Mgr: Mark Sherman
Cust. Service Mgr.: Elaine Shirley
Product Line: dedicated videos, conversion kits, convertible video game system; amusement equipment

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Vice President: Jim Henderson
Marketing Director: Marvin Reiner
Product Line: coin-op photo booths

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(612)224-4391
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Dir. of Sales/Mktg:Alan J. Suitor
Mgr. of Mktg Services: Lynn D. Bump
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Product Line: candy, cigarette, snack and hot drink vending machines and cold drink vending

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Adm. Director: Carol Weiner
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B

★ BALLY MIDWAY

(See Midway Manufacturing)

BALLEY SENTE

(See Axlon)

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Product line: Toy N Joy gun/candy/talking vendors

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P. O. Box 41414
Chicago, IL 60641
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Contact: Bill Berning
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6 Empire Blvd.
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(800)524-2342
Telex: 247025
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President: Hugh Betti
Executive VP: Joe Cirillo
Treasurer Bob Geschine
Director of Sales: John Margold
Parts Manager: Joh Feltz
Service Manager: Mark Zurlo
Salesmen:Roy Werts, Sergio Gonzales
Product Line: manufacturer reps for coin-op prize redemption games—Action Claw, Big Choice, Crompton, Lotto Fun, Scottie the Monkey Mating Game, and Volcano

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124 2nd Avenue South
Great Falls, MT 59405
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President: David Kelman
Product Line: electronic keno and poker machines

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Fax: (904)677-0794
President & Owner: Bob Cassata
General Mgr./Engineer: Jack Mendes
Operations Manager: Jack Cook
Controller: Michael Lane
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San Luis Obispo, CA 93401
(805)543-0523
Fax: (805)543-1671
President: Chris Knauer
Product Line: alcohol breath tester

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P. O. Box 68
Bristol, WI 53104
(414)857-7374
(800)336-8764
Telex: 62884141
Fax: (414)857-7489
Director of Operations:James Bakula
Product Line: billiard tables

C

JOHN W. CALER SPECIALTY SLOTS

7506 Clybourn
Sun Valley, CA 91352
(818)765-1210
Fax: (818)504-9965
Product Line: manufactures and services slot machines, parts available: fiberglass, themed, figures for slots and token machines; buys and sells restored antique slot machines

CAPCOM USA, INC.

1283-C Mountain View
Alviso Road
Sunnyvale, CA 94089
(408)745-7081
Telex: 62916740
Fax: 408-745-7920
Chairman: Kenzo Tsujimoto
President: George Nakayama
VP of Sales/Marketing: Bill Cravens
Regional Sales Managers:Pat Walton, Paul Wiederaenders, Brian Duke
Product Line: upright and kit video

CAPITAL TEL SYSTEMS, INC.

Expressway Plaza
Roslyn Heights, NY 11577
(516)484-3090
(800)528-0019
Fax: (516)484-4276
President: Irwin Cooper
Product Line: coin-op cash phone

★ CAROUSEL INDUSTRIES, INC.

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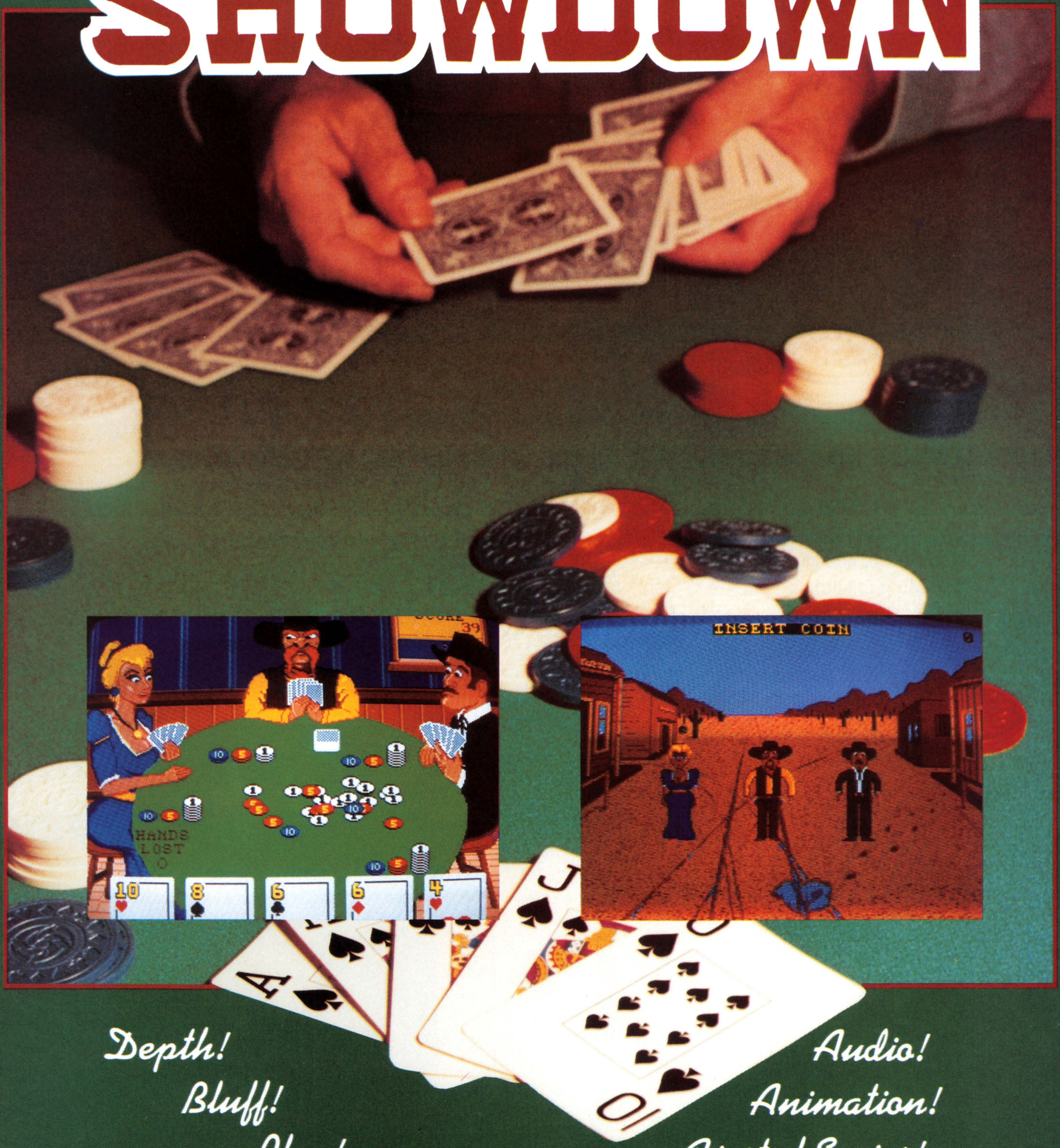
SCORE 39
HANDS LOST 0
10
8
6
6
4
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0

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Product Line: soft drink and carton merchandiser vending machines

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Vice President/General Manager: Melval Clark Haist, Jr.
Office Manager: Penny Macado
Product Line: telephone equipment

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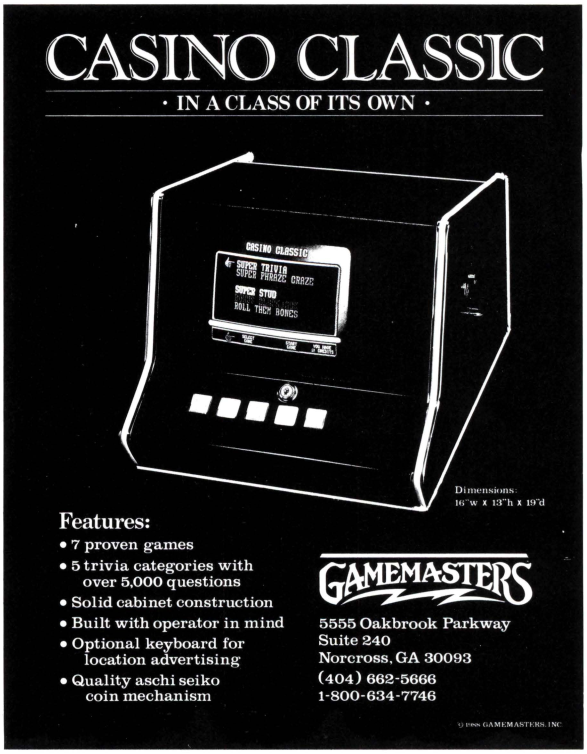
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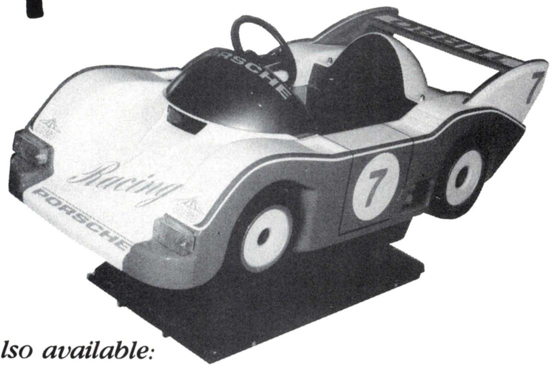

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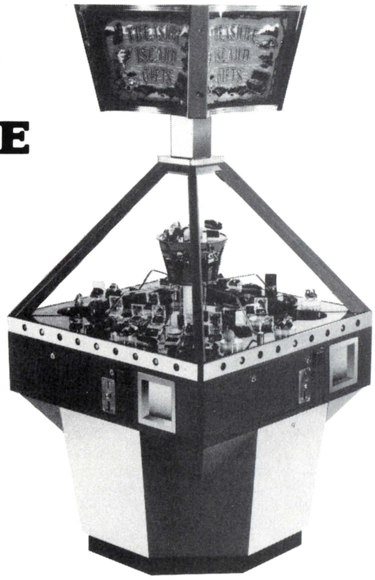

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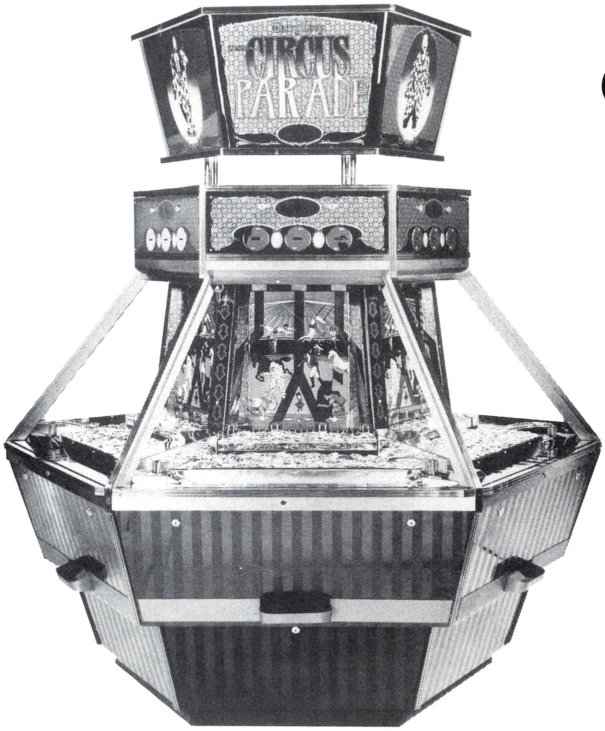

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Technical Service Manager:
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Telex: 220883 TAUR
President/Director of Marketing:
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Fax: (516)483-8327
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VP Medical Division/Sales Manager:
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(205)265-9738
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Sales Manager: Bill Windsor
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(800)238-3600
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Product Line: beverage dispensing equipment

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Sales Manager: Mark Javornik
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Sales Manager: Mark Javornik
Product Line: coin-op and home pool tables; ball polishing machine

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Exec Asst/Office Mgr:Shelley Sax
Director/Operations: Wes Moore
Director/Purchasing: Jim Ross
Controller: Mike O'Donnell
Field Service Mgr:Pete Gustafson
Field Service Rep:Arnie Aarstad
Product Line: pinball machines

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470 Needles Drive
San Jose, CA 95112
(408) 286-7074
Telex: 172163
(408) 286-2071
President: Robert Lloyd
Senior VP/Gen Manager: Ray Musci
VP/Liaison Officer: Hideo Fukuda
VP Sales/Marketing: Steve Walton
Director of Sales: Jolly Backer
Marketing Manager: Kristin Avena
Product Line: upright & cocktail table videos, novelty games

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Fax: (309)682-9394
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(800)237-2254
Fax: (813)351-8357
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VP & Treasurer: Sondra K. Doyle
General Manager: Pat Talmadge
Chief Engineer: W. Hayden Fisk
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Sales Manager: Tim Caldwell
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Service: Chuck Howell
Product Line: video card games, skill cranes

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Product Line: Videoscale

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(800)527-6054
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Executive VP: H. L. Coats
VP/Sales & Marketing: Mark Struhs
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(800)456-8353
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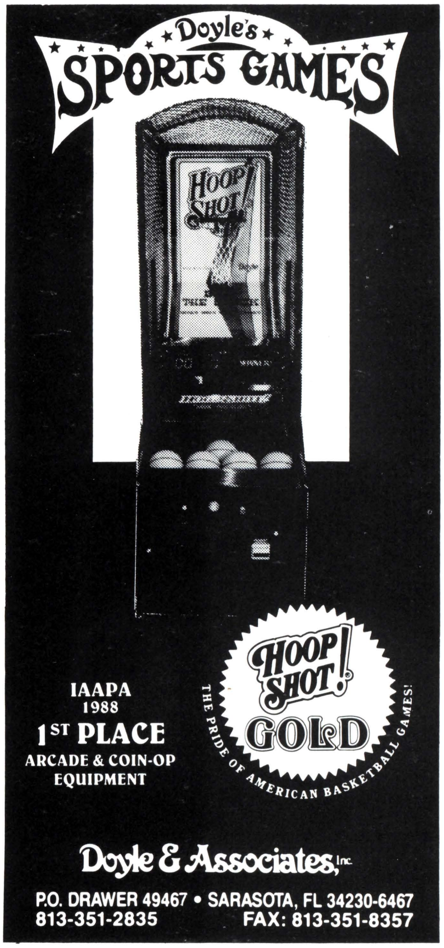
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VP/Operations: Sabastian Juarez
VP/Engineering: Gerald Hammond
Controller: Terry Stone
Product Line: coin-operated video amusement poker and keno

G

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(800)634-7746
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Natl Sales Manager: David Gillam
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Video Division Consultant:
Victor Y. Tsao
Manufacturing Manager:
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Slot Development: Laren Fisher
Design Engineering: Lenny Videen
Product Line: electronic gaming devices, specialty machines, video machines

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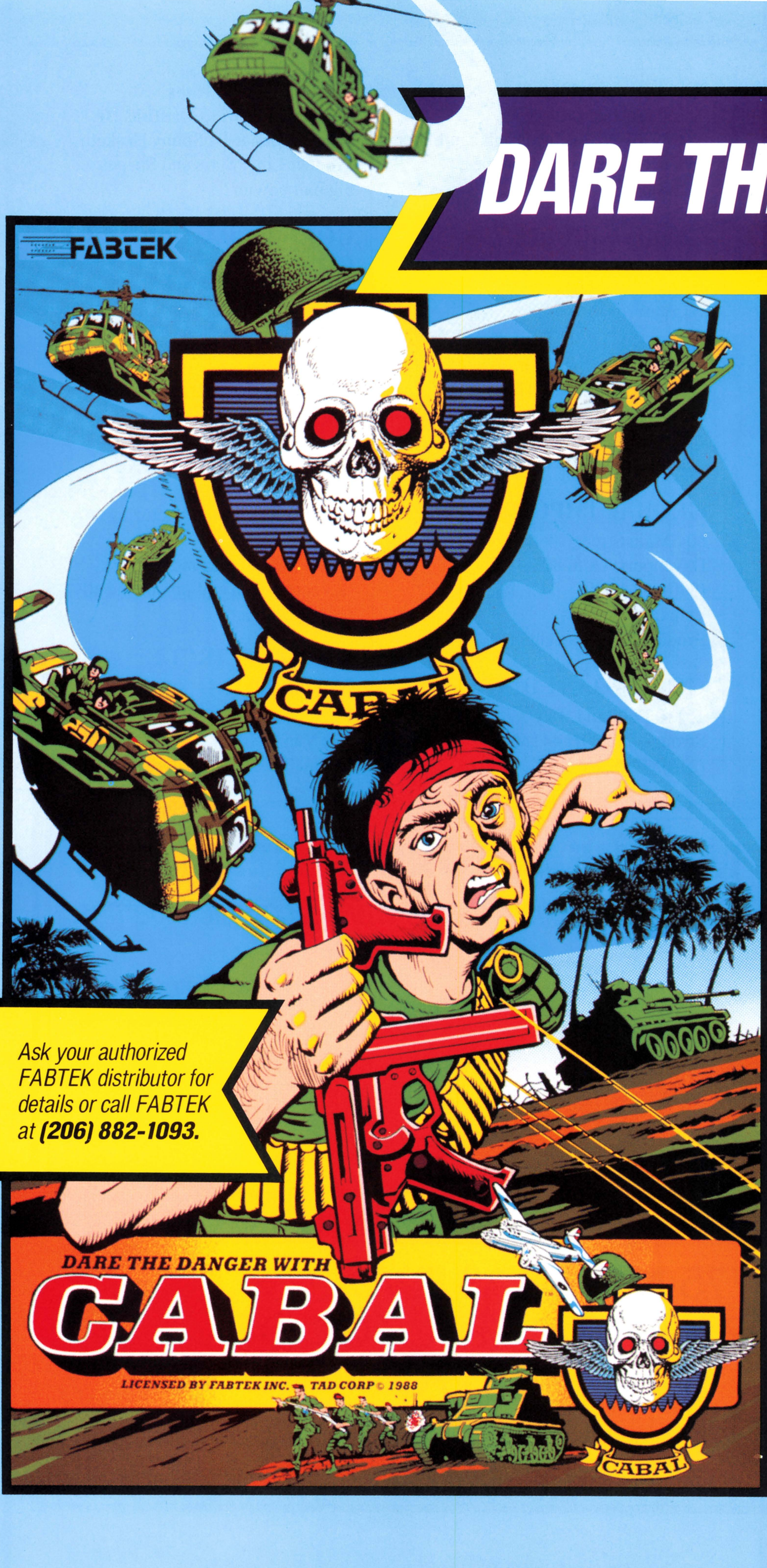

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Product Line: coin telephones; enclosures

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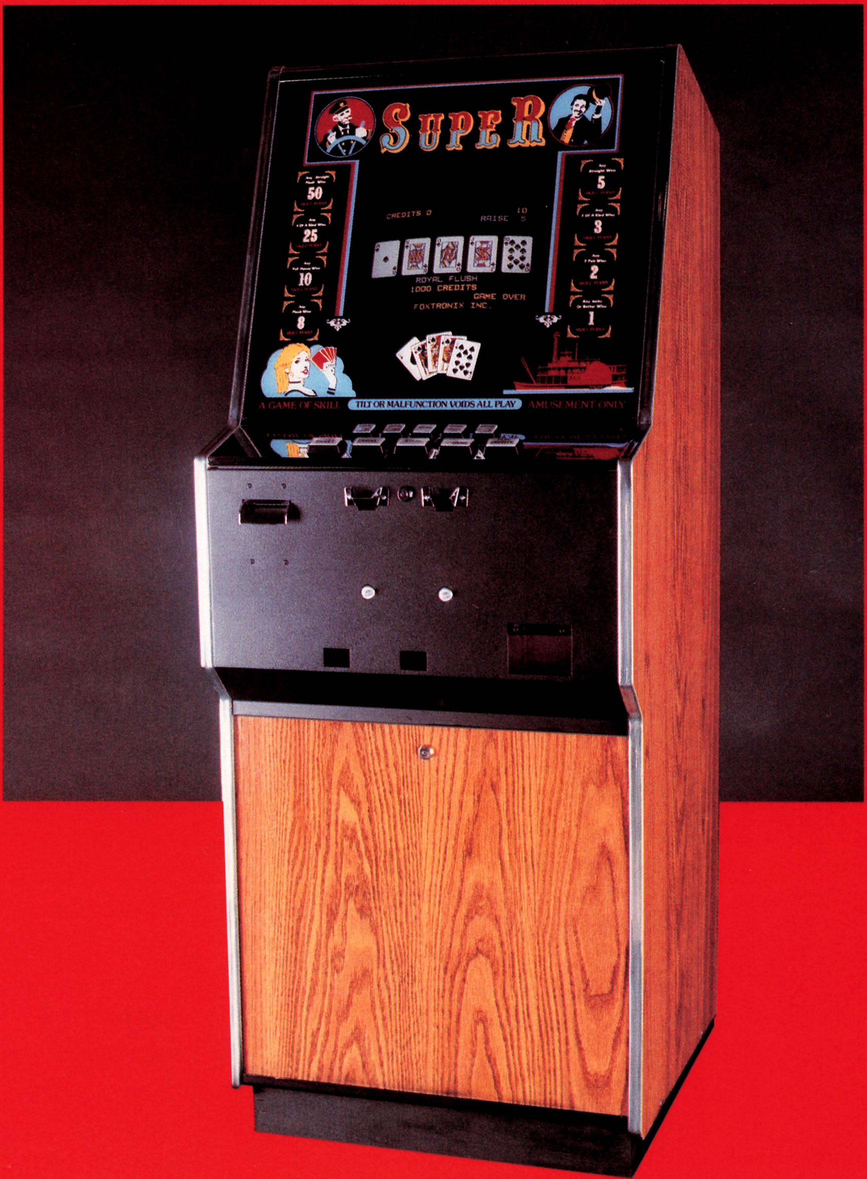
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(313)898-3626
President: Gaylor Jones
Product Line: novelty games; desktop pay phones

GOLDEN TOUCH MFG.

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Bradenton, FL 34207
(813)755-8499
President: Fred Munn
Product Line: crane games

★ GRAND PRODUCTS, INC.

775 Nicholas Blvd.
Elk Grove Village, IL 60007
(312)593-2770
Fax: (312)593-2787
President: David Marofske
Vice Presidents: Stan Jarocki and Terry Sullivan
Executive Director: Henry Ross
Director: Dave Marofske, Jr.
Service Manager: Andy Ducay
Product Line: novelties and other coin-op amusement games; contract manufacturing services

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Toms River, NJ 08753
(201)341-5200
(800)222-0491
Fax: (201)341-6560
Chairman: Carmen Ricci
Vice President Sales: Thomas Ricci
Product Line: countertop and upright video card games; video trivia & reflex games; skill crane and rotary supplies; stuffed toy supplier

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(800)999-4263
Vice President of Manufacturing: Tom Liskowaik
Product Line: wall games using infra-red sensors

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Eastern Region Sale: Sylvia Trotter
Central Region: Marianne Harrison
Marketing Manager: Griff Martin
Product Line: complete line of pay telephones

H

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(800) 537-7543
President: William B. Faith
Secretary: Cynthia R. Faith
Director of Sales: Ronald Clapper
Product Line: cranes and other merchandizers

HOLLYWOOD CRANES

714 Third St.
Altoona, PA 16601
(814)946-4040
(800)537-7543
President: William B. Faith
Secretary: Cynthia R. Faith
Director of Sales: Ronald Clapper
Product Line: cranes and other merchandisers

HOSPITAL SPECIALTY

7501 Carnegie Ave.
Cleveland, OH 44103
(216)361-1230
(800)321-9832
Telex: 980589
Fax: (216)361-0829
President: Mort Reitman
Vice President: William Hemann
Vice President: William Kanther
Product Manager: Beth Smylie
Product Line: Health Guards condom vendor and condom, cigarette vendor-paks, Lifestyle condom vendor and condoms

I

I.C. TECH, INC.

2616 Sharon Street
Suite A
Kenner, LA 70062
(504)469-7761
President: Julio Pando
Sales Manager: Raymond Santos
Product Line: horseshoe video game, poker game and video cabinets

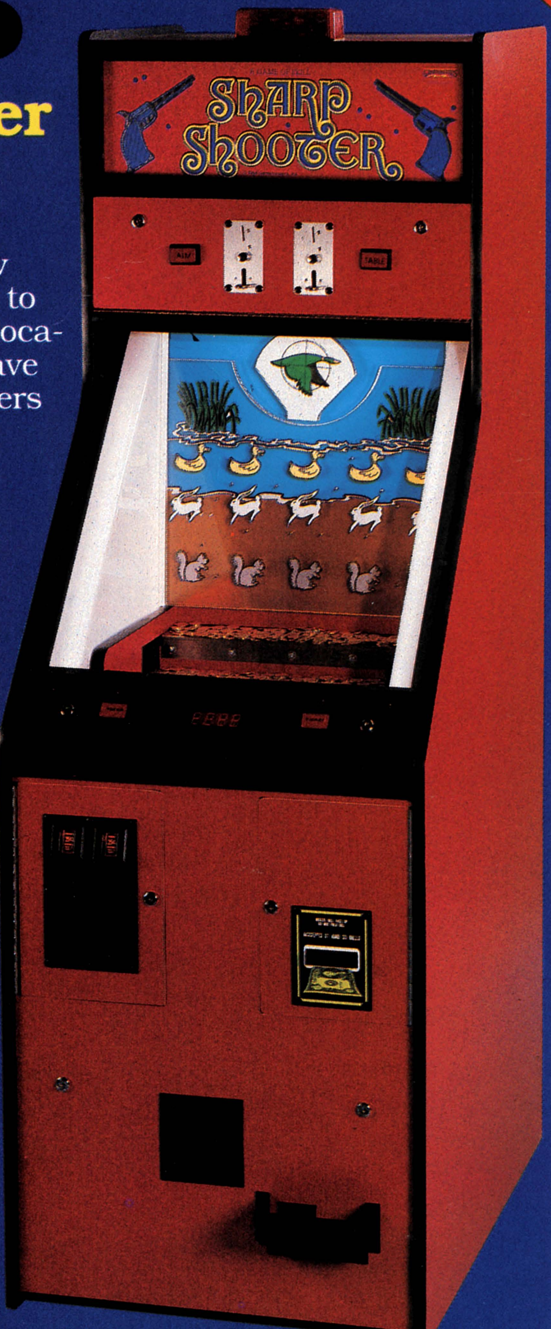
★ IMAGINATION LEISURE, INC.

251 Dixon Ave.
Amityville, NY 11701
(516)842-4242
Telex: 143176
Fax: (516)842-0532
President: Richard M. Simon
Sales Manager: Richard McGrath
Service Manager: Jim Fish
Product Line: SST-8 (stainless steel top-air cushions hockey game)

IMPERIAL INTERNATIONAL

1270 Valley Brook Av
Lyndhurst, NJ 07074
(201)507-0936
(800)526-6261
Fax: (201) 507-9181
Vice President: Mike DiMotta
Operations Manager: Paul Cardea
East Coast Sales Manager: Mike Cetinich
Sales: Linda Cosides, Kevin Cardea, Bob Lapinski, and Steve Russel
Export Manager: Joe Migueles
Product Line: Premier soccer table; billiard and coin machine parts

SHARP SHOOTER



A New Coin Pusher With Skill

Sharpshooter is a revolutionary new approach to coin pushers; designed to be operated in a variety of different locations. Sharpshooter can be set to have quarters or tokens in, and/or quarters or tokens out.

FEATURES

- One player
- Tokens or Quarters
- Ticket Dispenser
- Solid Plywood Construction
- Skill Aim Stop/Skill Ledge Stop
- Security System with Mounting Brackets
- Optional Dollar Bill Acceptor
- 26"W x 36"D x 76"H

GAMEMASTERS

GAMEMASTERS, INC.
5555 Oakbrook Parkway
Suite 240
Atlanta, Ga. 30093

404-662-5666
1-800-634-7746

©1988 Gamemasters, Inc.

IMPERIAL INTERNATIONAL

5116 Azuza Canyon Rd
Irwindale, CA 91706
(818)962-1024
(800)423-2753
Fax: (818) 962-1311
West Coast Sales Manager:
Mike Bathalter
Sales: Frank Himelstein and
Yvonne Ramos
Product Line: Premier soccer table;
billiard and coin machine parts

IMPERIAL INVESTMENT

1974A Douglass Blvd.
Louisville, KY 40205
(502)897-7771
President: Ned Bass
Vice President: Bill Meador
Product Line: Speed Zone reaction-testing game; Money Memory countertop color-sequence memory game; one- and two- player basketball shooting game

INNOVATIVE CONCEPTS IN ENTERTAINMENT (ICE)

590 Young St.
Tonawanda, NY 14150
(716)693-9535
(800)342-3433
Telex: 769 764
Fax: (716)693-9535
President: Ralph Coppola
Exec. Vice President: Jack Willert
Product Line: Chexx, Super Chexx, and other novelties; exclusive licensee for manufacture of Turbo Drive

★ INNOVATIVE INDUSTRIES, INC.

2605 Grand Ave.
Carthage, MO 64836
(417)358-6891
(800)344-7467
Telex: 797437 INNOVA CTHG
General Manager: Larry Lloyd
Product Line: "Lucky Egg" Fred Flintstone and chicken machine, animated toy-filled capsule vending machine

INSURE, INC.

525 Main St.
Belleville, NJ 07109
(201)751-7096
Product Line: condoms and condom vending machine

INTELLICALL, INC.

2155 Chenault
Suite 410
Carrollton, TX 75006
(214)416-0022
(800)451-4625
Fax: (214) 416-7213
Contact: Doug Harrington
Product Line: coin-op pay phones

INTERMARK AMUSEMENTS, INC.

7898 E Acoma
Suite 104
Scottsdale, AZ 85260
(602)948-7707
Fax: (602)948-0901
President: John Walsh
General Manager: Kim Cook
Sales Manager: William Van Anda
Service Manager: Bob Nilles
Product Line: coin-operated sports novelty games: Competition Basketball, Countdown Basketball, Touchdown Football, Tournament Master Table Tennis, Pro Golf, Billi Puck (shuffleboard/billiards table)

INTERNATIONAL GAME TECHNOLOGY (IGT)

520 So. Rock Blvd
Reno, NV 89502
(702)323-5060
Telex: 550 452
Fax: (702)788-6564
CEO/Chairman: Charles Mathewson
President: John J. Russell
President of Sales: Rich Irvine
VP of Operations: Mike Brown
Product Line: coin-operated video gaming equipment reel-type slots, casino accessories and video lottery equipment

INTERNATIONAL COMMUNICATIONS, INC.

1336 American Drive
Neenah, WI 54956
(414)722-7739
(800)345-7812
Fax: (414)722-3220
National Marketing Manager:
Robert Allen
Product Line: Smartphone/Palco, Smartphone III, Smartphone GTE, retrofit kits suitable for PALCO, GTE, WECO, or other cases

INTERNATIONAL MUTOSCOPE CORP.

47-17 Fifth Street
Long Island City, NY 11101
(718)784-3800
President: Lawrence Galante
Sales Manager: Eleanor Warchol
Service Manager: Fred Kornhauser
Product Line: plastic laminating machines

INTERNATIONAL TELEPHONE SYSTEMS

P. O. Box 112
Williamsville, NY 14221
(716)681-2111
Fax: (716)681-7412
President: Art Joseph
Vice President: R. M. Joseph
Treasurer: Darel Joseph
Sales & Marketing: Eric Joseph
Engineer: Tracy Schwenk
Product Line: makers, assemblers, wholesalers of coin-op phones for desk & wall; sole distributor of Smart Desk Phone with voice plus A.O.S. capability

J

J. P. M. MARKETING, INC.

233 Georgia Ave.
Providence, RI 02905
(407)856-0406
Fax: 401-467-8320
President: Dave Jones
Vice President: Peter Robinson
Product Line: talking parrot egg vending machine

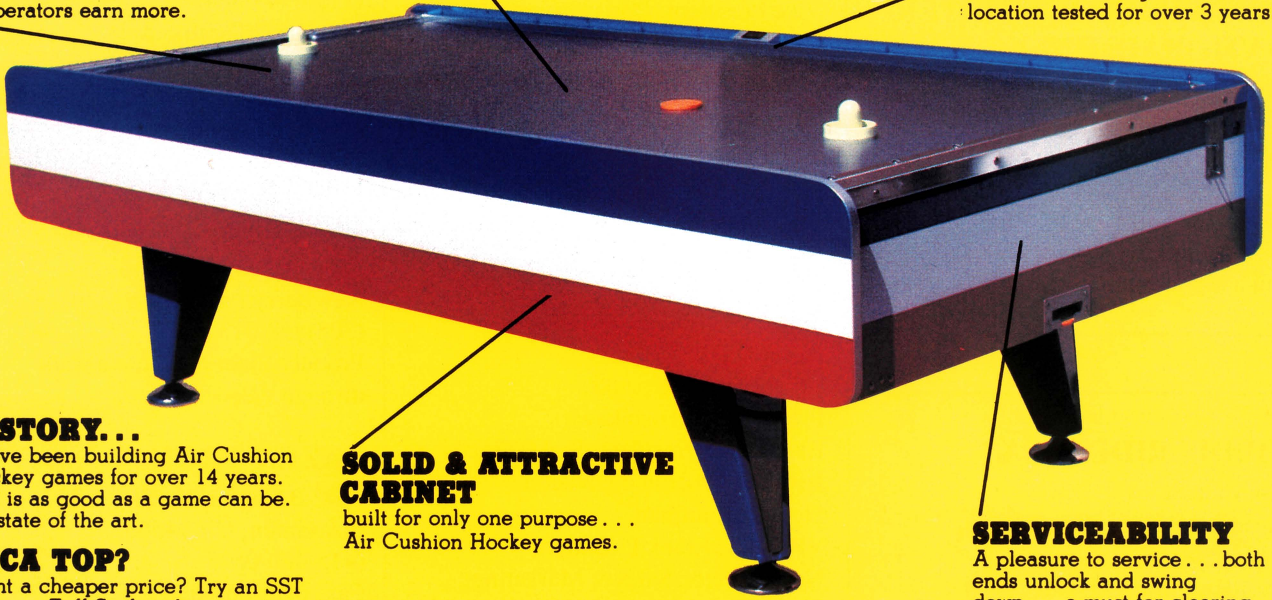
JALECO USA, INC.

5617 W. Howard
Niles, IL 60648
(312)647-7077
Fax: (312) 647-7087
President: Howard Rubin
Sales Manager: Larry Berke
Product Line: dedicated and kit video games

Stainless Steel Top—Won't Wear Out!

Imagination Leisure's SST Will Earn Top Money Year After Year And SST's Stainless Steel Top Just Won't Wear Out!

SST is the industry standard in air cushion hockey games. It's durably built to outlast all others and is a top money earner in all types of locations. SST now comes with digital scoring and a new field-tested logic system. It includes features that operators want for service-free operation. It's durably built to last forever.



PLAY APPEAL...
Wide goals make scoring easier . . . faster, SST is more fun & operators earn more.

STAINLESS STEEL TOP...
THAT WON'T WEAR OUT.

DIGITAL SCORING...
with rock solid logic board that's location tested for over 3 years.

HISTORY...
We've been building Air Cushion Hockey games for over 14 years. SST is as good as a game can be. It's state of the art.

SOLID & ATTRACTIVE CABINET
built for only one purpose . . . Air Cushion Hockey games.

SERVICEABILITY
A pleasure to service . . . both ends unlock and swing down . . . a must for clearing junk from goals . . . clear plastic goal covers show any stoppage at a glance. Blower accessed easily through filter door.

MICA TOP?
Want a cheaper price? Try an SST with our Tuff Surface brown mica top. It's not nearly as good as Stainless Steel, but it's available if you want it.

SST SPECIFICATIONS

103″ x 50″	450 lbs.
262 cm x 127 cm	205 kg.

SST FEATURES:

- Operates of combination of adjustable Time and Scoring.
- Automatic Scoring with Game Over Light.
- Automatic Puck Lock-in at end of game.
- Meter, secure "safe" cash box, indestructible All Steel Legs & Levelers, mil-spec Aluminum Rails & Goals all standard.
- Super-hard Durable Pucks & Hi-Profile Goalies.

WANT TO SEE SST IN ACTION?

Look In At:

- Disneyland • Disneyworld • Show Biz Pizza
- Malibu Grand Prix • Putt Putt Golf & Games
- Pizza Time • Chucky Cheese
- Tokyo, Paris, London, Djarkarta & Thousands of Arcades & game rooms throughout the world.

Imagination Leisure inc

251 DIXON AVENUE AMITYVILLE, N.Y. 11701

(516) 842-4242

TELEX 973636 FAX 516 842 0532

Imagination Leisure, Inc. Is The Successor To U.S. Billiards

SST

THE AIR CUSHION HOCKEY GAME

$1995 STAINLESS STEEL TOP $1795 MICA TOP

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SHIPPING ADDRESS ____________________

CITY ____________________ STATE ____________ ZIP ________

TELEPHONE ____________________

COD's will not be accepted by Imagination Leisure. Outside USA please specify voltage, cycles & coinage. Prices FOB Chicago. Prices subject to change.

JOHNSTON PRODUCTS CO.

627 16th Avenue
P. O. Box 458
East Moline, IL 61244
(309)755-5021
(800)447-6768
(800)322-0685 (in IL)
President: Bud Johnston
Sales Manager: Melvin LaForce
Service Manager: Tim Carnes
Product Line: Big Top Candy Vendor, Silver Dollar Saloon candy vendor with gun game; Kick'N Catch skill game with product vendor

JUST VIBRATIONS INTERNATIONAL, INC.

P. O. Box 1505
Arroyo Grande, CA 93420
(805)489-1815
Owner: Nancy Duncan
Product Line: makers of foot massage novelty machine; service and leasing

K

KIDDIE RIDES USA

604 Main St.
Davenport, IA 52807
(319)326-6467
President: Bob Versman
Exec. Vice President: Stuart Heller
Eastern Marketing Director:
Ken DeLugish
Western Marketing Director:
Joe DeMarsico
Chief Technician: Peter Gurko
Product Line: coin-op kiddie rides, train on track, cranes

THE KIDDIERIDE EXCHANGE, INC.

1203 5th Avenue
Rock Island, IL 61201
(309)788-0135
Sales Manager: John Sillivan
Product Line: arcade novelties and arcade specilty items used and rebuilt (buy, sell, and trade)

KIDDIES OF FLORIDA, INC.

8034 W. 21st. Court
Hialeah, FL 33016
(305)556-2373
(800)543-3437
Fax: (305)556-1195
General Manager & National Sales Manager: David Vega
Product Line: coin operated kiddie rides

KIDDYLAND

6333 W. Third St.
Bldg. 1200
Los Angeles, CA 90036
(213)939-7902
Fax: (213)939-9631
President: Kenneth Spalding
Vice President: Boris Gromadski
CEO/Chairwoman: Mollie Superstein
Director of Marketing:Rudolph Woltz
Product Line: kiddie rides

★ KONAMI, INC.

815 Mittel Dr.
Wood Dale, IL 60191
(312)595-1443
Telex: 6871385KONAM UW
Fax: (312)595-2973
Chairman: K. Kozuki
President: F. Hishikawa
Exec. Vice President: K. Mizumaki
VP/Coin-Operated Division:
Stephen Kaufman
VP/Sales: Frank P. Bundra
Natl Director/Sales & Marketing:
Frank Pellegrini
Production/Service Manager:
Jerome Korbecki
Purchasing Manager: Joseph Bundra
Product Line: dedicated video games, conversion kits and consumer software

KRAMER MANUFACTURING, CO.

1100 Towbin Avenue
Lakewood, NJ 08701
(201)367-7810
(800)631-2126
Fax: (201)367-3684
CEO: Robert Schwartz
President: Craig Helfricht
Vice President: David Katz
Product Line: trivia-themed video games, video card games, Kramer Kranes, prize game packs, Skill Dozer II, and Superstar Basketball

L

L.J.P. ENTERPRISES, INC.

357 27½ Road
Grand Junction, CO 81501
(303)242-9430
(800)443-5358
Product Line: condom dispensing equipment

LAUREL METAL PRODUCTS

3500 W. Touhy Ave.
Chicago, IL 60645
(312)674-0064
President: Thomas Kent
VP/Sales: Christopher Kent
Product Line: Model 512A general merchandiser

LAZER MAZE INTERNATIONAL

3809 Old Conejo Road
NewBerry Park, CA 91320
(305)498-6133
Product Line: interactive walk through video

LAZER-TRON

7042 B Commerce Cir.
Pleasanton, CA 94566
(415)460-0873
Fax: (415)460-0365
President: Mark Kelly
VP/Sales: Matthew Kelly
Product Line: 6 player group lazer game for amusement centers

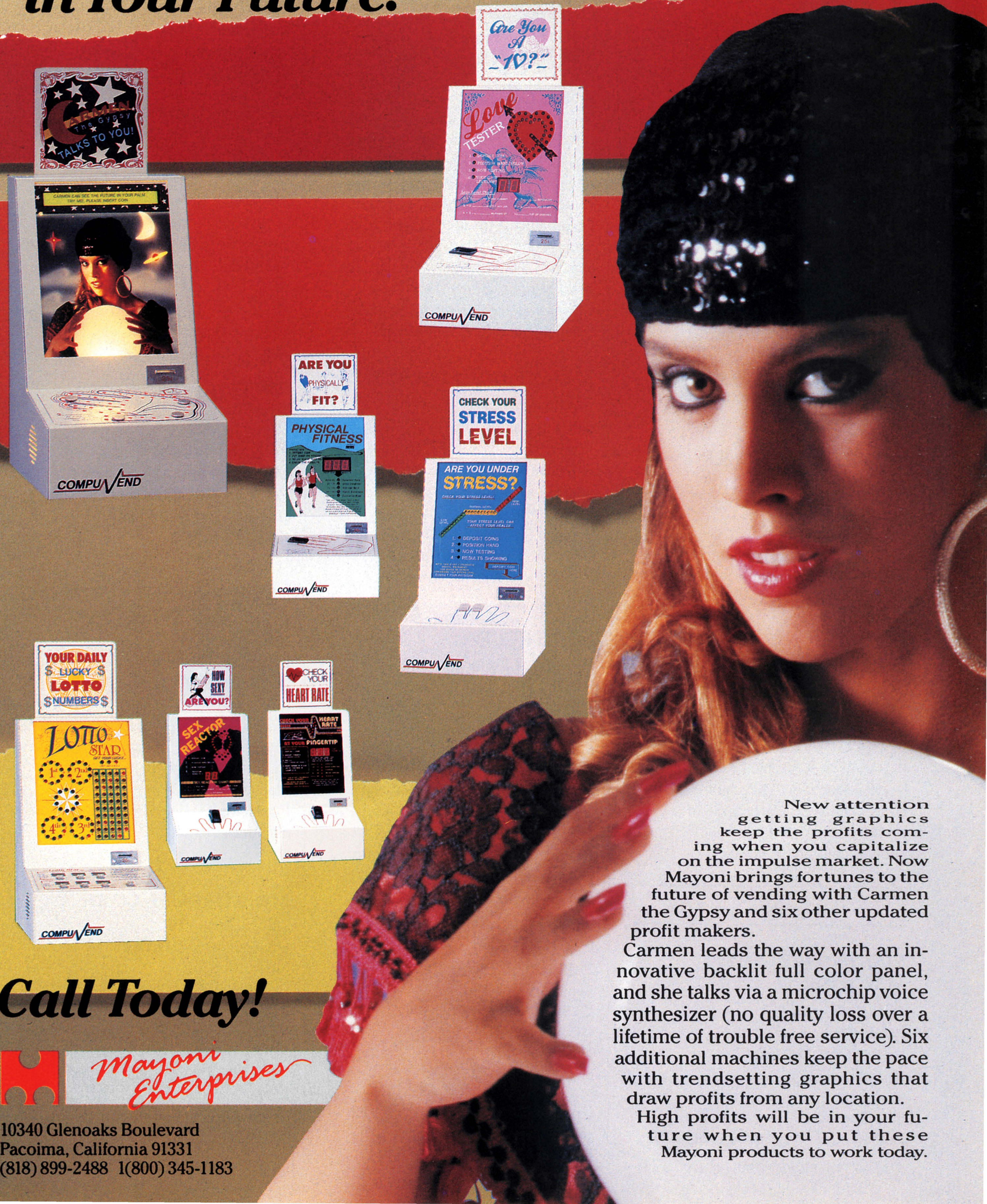
LEISURETIME PRODUCTS & SERVICES

P. O. Box 17085
Ft. Lauderdale, FL 33318
(305)473-2891
Fax: (305) 476-7079
Director of Marketing:Sherry Turner
Product Line: Lotto Master lottery number machine

LEKTRO-VEND CORP.

911 W. Sullivan Rd.
Aurora, IL 60506
(312)896-8555
Chairman: R. S. Bergman
Chief Oper. Officer:. R. S. Bergman
VP of Marketing/Sales: J. C. Dee

Carmen predicts high profits in Your Future.


CARMEN The Gypsy TALKS TO YOU!
CARMEN CAN SEE THE FUTURE IN YOUR PALM TRY ME, PLEASE INSERT COIN
COMPUVEND
Are You A "10?"
Love TESTER
COMPUVEND
ARE YOU PHYSICALLY FIT?
PHYSICAL FITNESS
COMPUVEND
CHECK YOUR STRESS LEVEL
ARE YOU UNDER STRESS?
COMPUVEND
YOUR DAILY $ LUCKY $ LOTTO $ NUMBERS $
LOTTO STAR
COMPUVEND
HOW SEXY ARE YOU?
SEX REACTOR
COMPUVEND
CHECK YOUR HEART RATE
CHECK YOUR HEART RATE AT YOUR FINGERTIP
COMPUVEND

New attention getting graphics keep the profits coming when you capitalize on the impulse market. Now Mayoni brings fortunes to the future of vending with Carmen the Gypsy and six other updated profit makers.

Carmen leads the way with an innovative backlit full color panel, and she talks via a microchip voice synthesizer (no quality loss over a lifetime of trouble free service). Six additional machines keep the pace with trendsetting graphics that draw profits from any location.

High profits will be in your future when you put these Mayoni products to work today.

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10340 Glenoaks Boulevard
Pacoima, California 91331
(818) 899-2488 1(800) 345-1183

Mgr. Customer Relations: C. Hauser
Product Line: glass-front Snack, Snack/Food Combo, Counter-top Snack

★ THE LELAND CORPORATION

1841 Friendship Dr.
El Cajon, CA 92020
(619)562-7000
Telex: 4974293CINTRON
Fax: (619)562-9468
Chairman/CEO: Leland Cook
President: John Rowe
VP Marketing/Sales: Ken Anderson
VP Operations: Dave Dodd
Chief Fin. Officer: Cary Mathis
Marketing Manager: Debbie Austin
Sales Manager: Dennis Sable
Customer Service Manager: Donna Jorgensen
Product Line: coin-operated video games, convertible systems, and conversion kits

STANLEY LEVIN & ASSOCIATES

510 Sandpiper Lane
Deerfield, IL 60015
(312)537-5558
Fax: (312)520-4988
Product Line: coin operated games, gaming machines

★ LOEWEN-AMERICA, INC.

5207 N. Rose
Chicago, IL 60656
(312)992-2280
Fax: (312) 992-2289
President: Rus Strahan
Service Manager: Mike Jablonski
Office Manager: Carol Strahan
Product Line: NSM-Lions phonographs and wallboxes

M

MASTER PITCHING MACHINE

4200 Birmingham
Road N.E.
Kansas City, MO 64117
(816)452-0228
President: Paul Giovagnoli
Sales Manager: Tony Cutolo
Product Line: coin-op baseball pitching machines & batting cages

★ MAYONI

10340 Glen Oaks Blvd
Pacoima, CA 91331
(818)899-2488
(800)345-1183
Fax: (818)899-0152
Product Line: impulse machines, Heart Rate, Stress, Talking Gypsy, Love Tester, Sex Reactor, Personality, Analyzer, Bio Rhythm, Memory, Physical Fitness, Lotto Star; Scale-computerized scale gives accurate weight plus your ideal weight; Multi-Vend- condoms plus other personal hygiene; Vend-A-Snack counter top snack vendor; Ziggy the Talking Clown-egg capsule vendor with automatic anti-jamming mechanism

MEGATREND TELECOMMUNICATIONS, INC.

585 Villa Ave.
Suite #2410
Fairfield, CT 06430
(203)334-8887
Fax: (203)332-1127
President: Allen B. Wittstein
Director of Sales: Warren Retzer
Product Line: cordless portable pay phone

★ MELTEC, INC.

P. O. Box 612588
San Jose, CA 95161
(408)923-1302
(800)356-4777
Fax: (408)923-0835
President: Melvin McEwan
Vice President: Albina McEwan
Vice President: John McEwan
Service: Mike McEwan
Product Line: Boom Ball arcade game, Knock Down, Big Mouth

★ MERIT INDUSTRIES, INC.

P.O. Box 5004
2525 State Raod
Bensalem, PA 19020
(215)639-4700
(800)523-2760
Telex: 831 897
Fax: (215)639-5346
President: Peter Feuer
VP of Sales: Mort Ansky
VP of Finance: Ralph Hodgson, Jr.
VP/General Manager: Yale Hoffstein
Comptroller: Bob Bowdoin
Sales Representatives: Bob Lentz, David Rubinstein, Bob Whitehead, Art Frey, and Lucy Criticos
International Sales: Mort Ansky
Dart Promotions: Howard Smoyer, Glenn Remick, Rich Lynch and Scott Dougherty
Advertising: Beth Weiner
Product Line: Bull Buster and Pub Time electronic darts; VIP, Crick Kit; videos (Trivia Whiz, Sex Trivia, Tic Tac Trivia, Phraze Craze); card games (Pit Boss, Riviera pokers, Americana, Match Games); Hoop-La Basketball

MEYER-GILLMANN INDUSTRIES

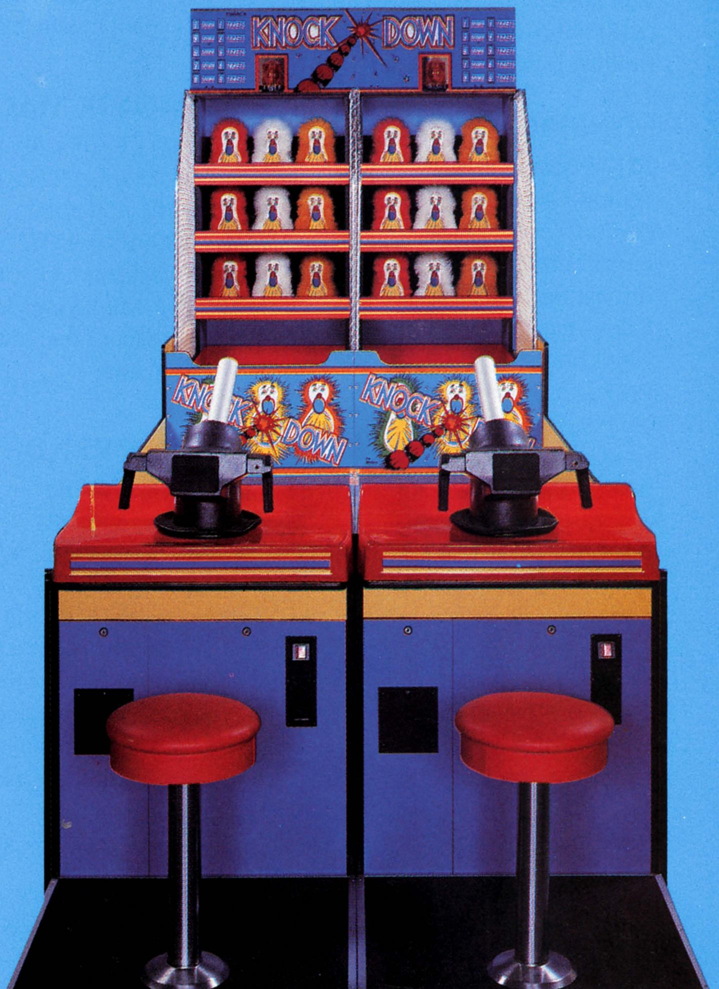
3280 Victor St.
Santa Clara, CA 95054
(408)980-0661
President: Julia Gillmann
Marketing: Joan Meyer
Product Line: Print Ur'Own Stickers coin-op product vendor

★ MICRO MANUFACTURING

535 Old Nashville Hwy.
P. O. Box 1103
La Vergne, TN 37086
(615)793-5510
(800)248-5487
Fax:(615)793-5512
President: Joh Yarbrough
Creative Director: Bill Hornaday
Plant Manager: Victor Sepulveda
Product Line: line of Turbo Poker machines

MICROPROSE GAMES

180 Lakefront Dr.
Hunt Valley, MD 21030
(301)771-6700
Fax: (301) 771-1174
President: Major Bill Stealey
Vice President/CEO: Gene Lipkin
Senior Vice President: Dick Todd
VP Product Development: Steve Meyer
Product Line: coin-op simulation video games


KNOCK
DOWN
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- **Phenominal Earnings**

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1550-B Las Plumas Ave.
San Jose, CA 95133
Phone: (408) 923-1302
or: (800) 356-4777

Specifications for "Little Deuce" System (shown in photo)
Height: 8½ ft.
Width: 62½ inches
Depth: 16½ ft.

★ MIDWAY MANUFACTURING CO.

(Bally Midway-Wms)
3401 N. California
Chicago, IL 60618
(312)267-2240
Telex: 253095
Fax:(312)267-8435
VP/Gen Mgr: Kenneth Fedesna
VP/Sales/Mktg: Steve Blattspieler
VP/Finance: Patrick Delahanty
Sales Manager: Ron Bolger
Marketing Manager: Laura Rezek
Marketing Research Mgr: Jim Belt
Product Line: video, pinball, and novelty games

MILLENNIUM GAME PRODUCTS

21300 Califa Street
Woodland Hills, CA 91367
(818)340-6750
Product Line: video games

MINI PRO GOLF INC.

2517 Wyandotte Rd.
Willow Grove, PA 19090
(215)657-8585
Fax: (215)784-9219
Infomation: (609)346-9886
Sales Manager: Dave DeMarco
Chief Engineer: Buzz Bruner
Product Line: Mini Pro Golf game; coin operated putting game (one or two players), putting real golf balls for score and points

MINIATURE ELECTRONICS, INC.

8315 Count Fleet
Indianapolis, IN 46217
(317)887-2557
Vice President: Jim Abbett
Product Line: non video counter top poker game

MIRACLE RECREATION EQUIPMENT

P. O. Box 420
Monett, MO 65708
(515)236-7536
(800)523-4202
Telex: 910-520-2826
Fax: (417)235-3551
President: Paul Ahrens
Int'l Sales: Wendell Sleeuwenhoek
Product Line: kiddie rides

MODULAR TECHNOLOGY

3902 5th Court North
Birmingham, AL 35222
(205)595-0647
President: Gary Barnes
Vice President: Jerry Lawson
Product Line: wall hung video games

MOVIE HUT, INC.

W Hwy 38 East
P. O. Box 648
Marshfield, MO 65706
(417)468-2900
(800)458-4116
President: Jack Clair
Product Line: toy filled and empty plastic eggs, prize and toy vendors sticker vendors such as Vend-A-Sticker and Tobi Robot, coin-op alcohol breath tester

MOVIE MACHINE CORP.

4211 Forbes Blvd.
Lanham, MD 20706
(301)459-5986
(800)346-9538
President/COO: Darrell Baldwin
VP/Marketing: Jeffrey Skuken
Product Line: video tape rental machine

MR. VEND

9582 Topang
Canyon Blvd.
Chatsworth, CA 91311
(818)718-6061
(800)877-VEND
Fax: (818)718-0712
President: Simon Grill
Product Line: coin-op vending and novelties; impulse machines; toy/balloon vendors

MIKE MUNVES CORP.

41 Relyea Place
New Rochelle, NY 10801
(914)636-5003
Phone: (212) 279-6677
President: Joseph Goldsmith
Director of Sales: Ralph Hotkins
Product Line: coin-op arcade and novelty games; parts & repair; distributes his own games

MUPPETS WORLD AMUSEMENT TECHNOLOGY

9738 Seaview Ave.
Brooklyn, NY 11236
(718)209-9086
Product Line: kiddie rides.

MURREY & SONS CO., INC.

14150 So Figueroa St
Los Angeles, CA 90061
(213)321-5161
Fax: (213)217-0504
President: Gordon Murrey
Sales Manager: Pat Murrey
Product Line: pool tables, billiard accessories

N

NAMCO AMERICA, INC.

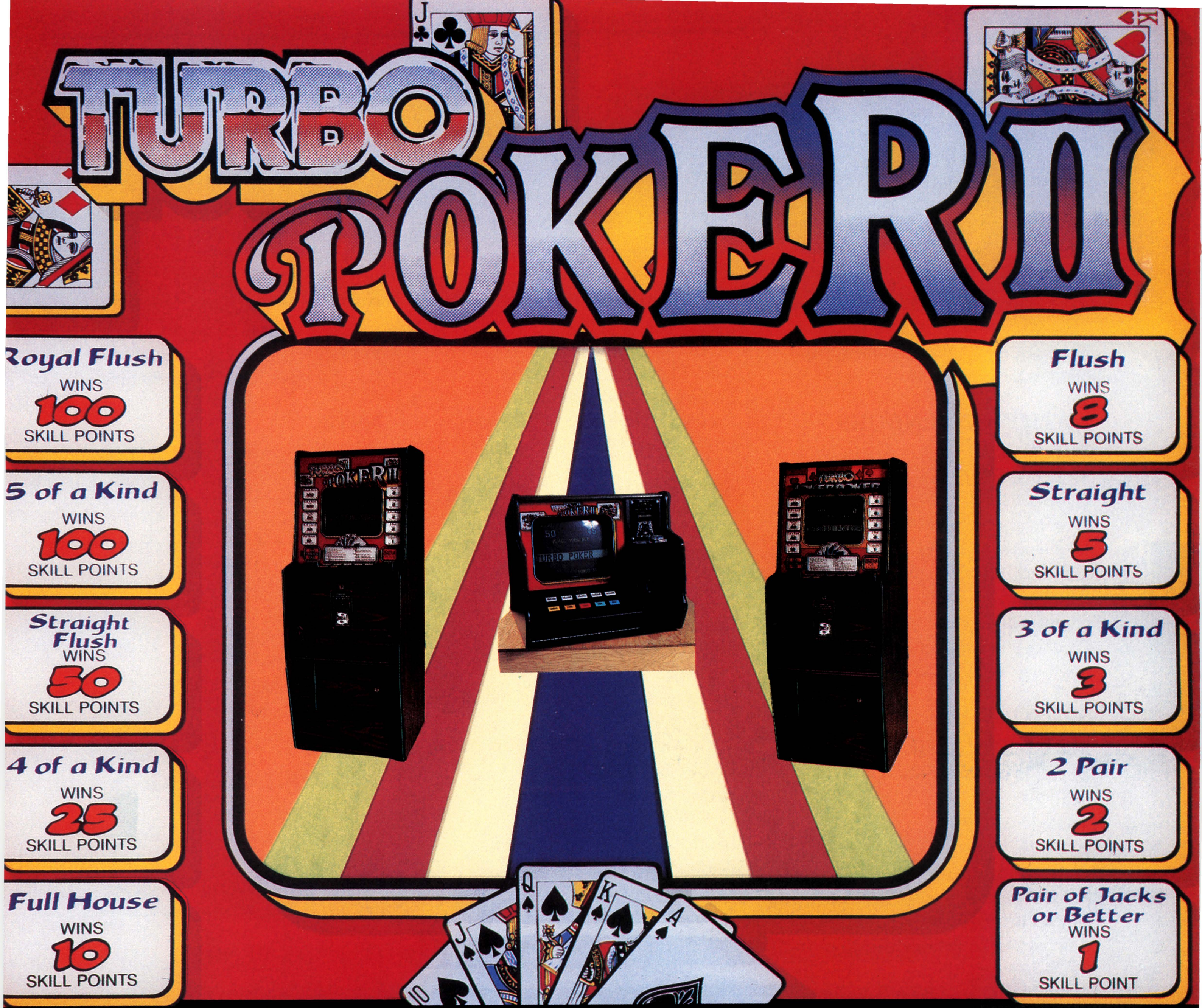
343 Gibraltar Dr.
Sunnyvale, CA 94089
(408)745-7600
Telex: 171163 NAMCOAM
Fax: (408)746-0964
General Managers: Kazuo Ito and Ted Jinno
Product Line: licensor of video game programs

NATIONAL BILLIARD CO.

9930 Princeton-
Glendale Road
Cincinnati, OH 45246
(513)870-0088
(800)543-0880
General Manager: Ray Warrick
Product Line: coin-op and non-coin pocket billiards, bumper pool, soccer; billiard supplies

NATIONAL SANITARY LABS

7150 N. Ridgeway
Lincolnwood, IL 60645
(312)982-1700
(800)433-3660
Telex: 4974374NSLCGO
Fax: (312)982-1724
Product Line: condom and other product vending machines


TURBO POKER II
Royal Flush WINS 100 SKILL POINTS
5 of a Kind WINS 100 SKILL POINTS
Straight Flush WINS 50 SKILL POINTS
4 of a Kind WINS 25 SKILL POINTS
Full House WINS 10 SKILL POINTS
Flush WINS 8 SKILL POINTS
Straight WINS 5 SKILL POINTS
3 of a Kind WINS 3 SKILL POINTS
2 Pair WINS 2 SKILL POINTS
Pair of Jacks or Better WINS 1 SKILL POINT
TURBO POKER

The Most Exciting New Poker Games Ever!

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NATIONAL TELECOM, INC.

3603 Clearview Pl.
Atlanta, GA 30340
(404)452-1700
(800)225-9331
VP Sales: Scott Blair
VP Customer Service: Dan Metzler
VP Technical Services: Jan Finegan
Secr./Treasurer: Willis Massinggale
Product Line: ''smart'' coin-op payphones; parts & service

NATIONAL VENDORS

5055 Natural Bdge Rd
St. Louis, MO 63115
(314)383-3000
President: Edwin F. Phelps
VP/General Manager: Jim Bitto
VP/Marketing: Robert Bell
VP/Sales: Rich Ricci
Director of Service: Mike Watkins
Product Line: cigarette vending machines; food vending machines

NATIONWIDE MARKETING SERVICES

13 Palm Court
Suite #10
Selden, NY 11784
(516)732-2042
President: Jack Falb
Product Line: makers of luck lotto number machine, cigarette lighter vendor, 8-column mini mart-toy merchandiser; manufacturer reps for countertop & upright snack vendors, soda & juice vendors and condom vendors also microwave popcorn vnedors bulk vending machines

NAVIGATION TECHNOLOGIES

(Karlin & Collins)
740 E. Arques Ave.
Sunnyvale, CA 94086
(408)736-3700
Fax: (408)736-3734
VP Sales & Marketing: Bob Hitchcock
Product Line: vending machine that prints computerized driving directions in major cities

NELSON TECHNOLOGY

5706 Corsa Ave. #102
Westlake Village, CA 91362
(818)889-1701
Product Line: Mini Mint II counter top game, ShootOut counter top game, Lil Goldmine counter top game

NICHIBUTSU U.S.A. CORP.

15737 Garfield
Unit 18
Paramount, CA 90723
(213)408-0515
President: Ko Adachi
Sales Manager: Terry Turpen
Service Manager: Eddie Tang
Product Line: video game conversion kits

★ NINTENDO OF AMERICA, INC.

P. O. Box 957
4820 150th Ave.N.E.
Redmond, WA 98052
(206)882-2040
(800)633-3236
President: Minoru Arakawa
Vice President & General Council: Howard Lincoln
VP Marketing/Sales/Commercial Prod: Alan D. Stone
Director of Administration: Linda Weber
International Division Manager: Darlene Kindler
Reg.Sales Mgr West: Drew Maniscalco
Reg.Sales Mgr Central: Art Gallagher
Reg.Sales Mgr Midwest: Mike Minor
Reg.Sales Mgr South: Peter Walton
Reg.Sales Mgr East: Charles Arnold
Product Line: video games and consumer products, kits; VS Uni and Dual interchangeable games and software; PlayChoice-10 system

NORTH AMERICAN BELL TELEPHONE CO.

3842 West 11 Mile Rd
Berkley, MI 48072
(313)543-1666
Product Line: Pay telephones

NORTHWESTERN CORP.

922 Armstrong St.
Morris, IL 60450
(815)942-1300
Telex: NORCORP
VP/Sales Manager: W.E. Bolen
Product Line: bulk vending machines, rotary coin mechanisms, stands

THE NORTON COMPANY, INC.

4910 W Linebaugh Ave
Tampa, FL 33624
(813)962-4012
President: David Norton
Service Manager: Steve Seibel
Product Line: manufacturer of High-Ball, Stomper, and Happy Hammer

★ NSM

(see Loewen-America, Inc.)

O

O-SUN COMPANY

P. O. Box 334
Mequon, WI 53092
(414)242-6200
Owner: Richard O'Malley
Product Line: coin-op and free play automatic shoe polishing equipment

OAK MFG. CO., INC.

650 s. Ave. 21
Los Angeles, CA 90031
(213)233-4202
Product Line: gumball vending machines; bulk vending machines

ORE-IDA VENDED PRODUCTS

P. O. Box 9
Boise, ID 83707
(208)383-6371
General Manager of Marketing: Joe Finch
Product Line: french fry vending machine

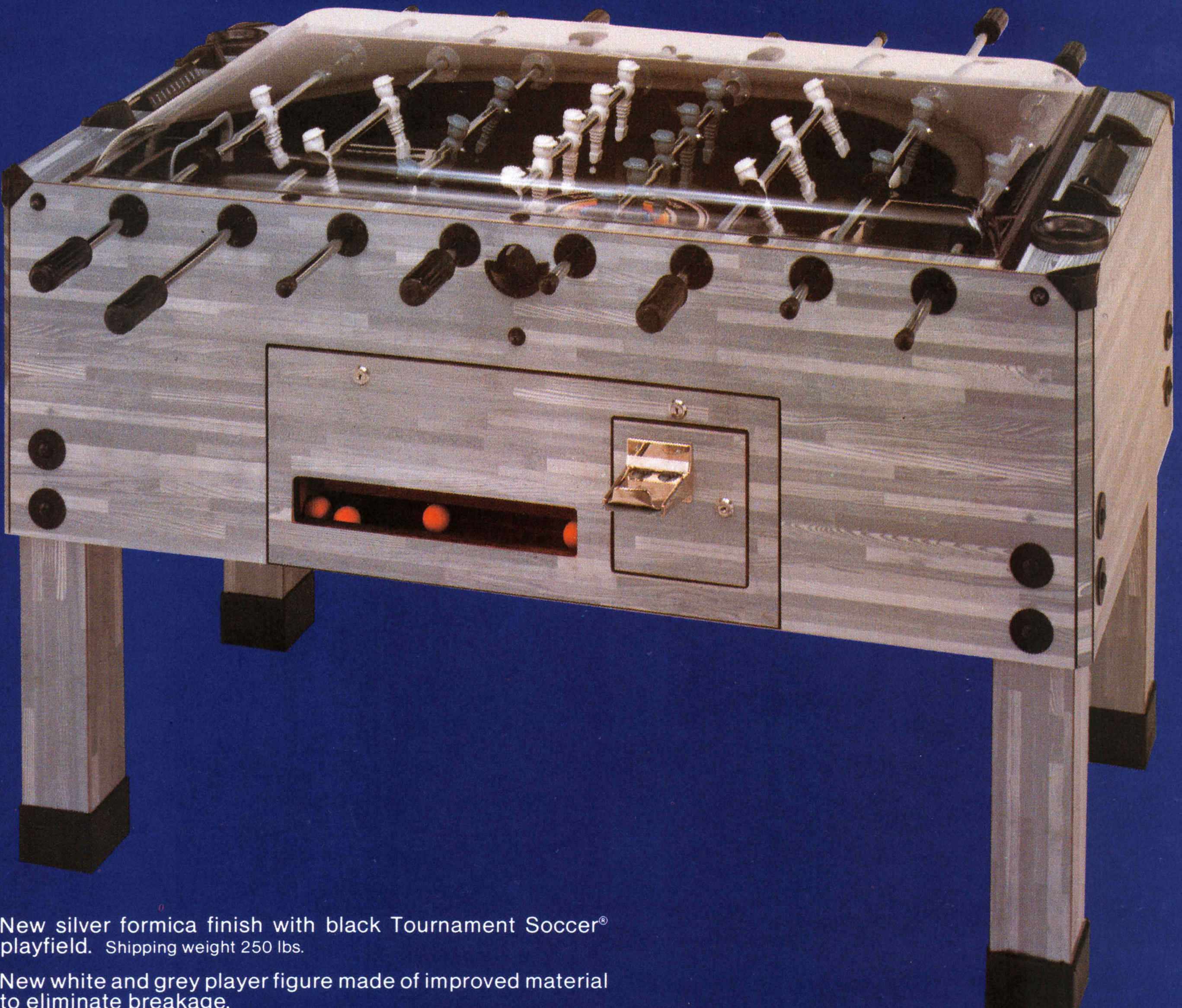
ORPCO COMM., INC.

4125 Sunset Drive
Springvale, MN 55384
(612)471-0127
President: Patricia Albertson
VP Engineering: David Albertson
Sales Manager: Bob Albertson
Product Line: pay phones

OWN-A-PHONE, INC.

4125 Sunset Dr.
P. O. Box 407

The Original Million Dollar Game now with dome! New design, new colors!



- New silver formica finish with black Tournament Soccer® playfield. Shipping weight 250 lbs.
- New white and grey player figure made of improved material to eliminate breakage.
- Playfield corners and sidestrips-mitered flush with playfield for added strength and to allow perfect bank shots.
- Scoring unit-easy access, convenient, unbreakable plastic.
- White Goal Hole Liner-clearly identifies and protects goal mouth area for quick scoring and fast action play.
- Handle-same large size for easier grip, enabling all players to perform hard, accurate shots.
- Patented Ball Metering System-vends 9-11 balls.
- Solid Rods-for playability and less operator maintenance.
- New Plexiglas dome attaches with brackets which allows dome to slide from side to side for quick, easy maintenance.
- **Also available in home model without dome.**

Tournament Soccer®

Presented by:

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P.O. Box 1088
Bensalem, PA 19020
(800) 523-8934
PA: (215) 638-4720

Spring Park, MN 55384
(612)471-0127
President: Dave Albertson
Product Line: payphones

P

P. C. WORLD

13899 Biscayne Blvd.
Suite 142
Miami, FL 33181
(305)947-1003
(800)356-1267
Telex: 494 8246
Fax: (305)945-0294
Product Line: U.S.A. distributor for Aegis condoms (boxed and packaged for cigarette and multivend machines)

PAY PHONE INDUSTRIES

2415 W. Amherst
Bloomington, IN 47404
(812)333-9939
Marketing/Sales: Ric Stephan
Product Line: service, sell, lease small pay phones; line powered desk style pay phones (works as local and/or long distance)

THE PAY PHONE CORP.

1703 Bayberry Lane
Coshocton, OH 43812
(614)622-9367
President: James A. Salmons
Product Line: small desk pay phones and throw away hospital sanitary phones for patients

PAYPHONE OF AMERICA

2749 L'vile Clemmons
P. O. Box 1233
Clemmons, NC 27012
(919)766-6100
(800)255-5574
President & CEO: B.G. Hauser
Product Line: standard-electrical ITT pay telephones; enclosures and signs

PHONECO

Route 3, Box 590
Galesville, WI 54630
(608)582-4124
Owners: Ron and Mary Klappen
Product Line: modern, antique payphones and circuitry

PIONEER LASER ENTERTAINMENT

915 E. 230th St.
Carson, CA 90745
(213)518-0710
Contact: Mark Makabe
Product Line: Laser Disc Music Video Systems

★ PLAYFAIR SHUFFLEBOARD CO., INC.

7021 Bluffton Rd.
Ft. Wayne, IN 46819
(219)747-7288
(800)541-3743
Fax: (219)747-0470
President: Brian Crowl
Sales Manager: Sandy Manor
Service Manager: Federico Alleje
Product Line: manufacturer of coin operated, and non-coin operated shuffleboards

POLYVEND, INC.

South German Lane
Conway, AR 72032
(501)327-1301
Fax: (501)327-4158
VP Sales/Marketing: Wayne Beaumont
Product Line: tabletop and upright snack-vending machines

POP-A-SHOT, INC.

1050 E Pacific
Salina, KS 67401
(913)827-6229
President: Ken Cochran
Product Line: ball-toss, sports-themed novelty games

★ PREMIER TECHNOLOGY

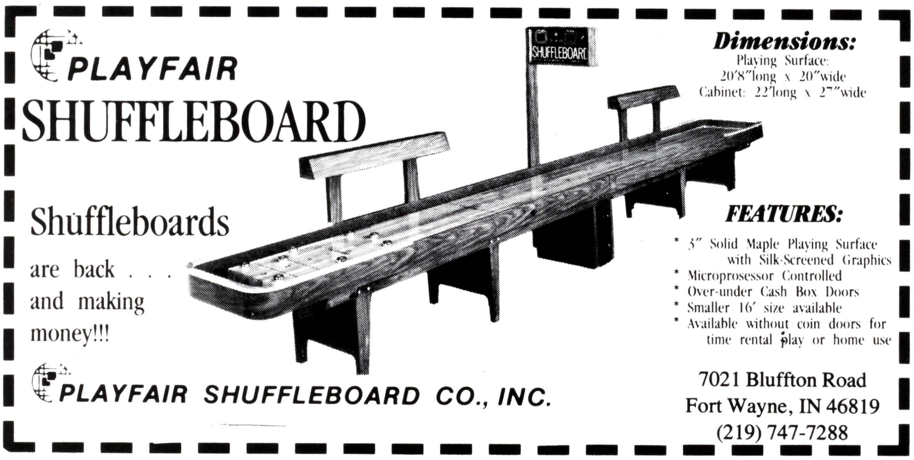
759 Industrial Drive
Bensenville, IL 60106
(312)350-0400
Telex: 215009 PRMR UR
Fax: (312)350-1097
President: Gilbert G. Pollock
Director of Engineering:
Adolf Seitz, Jr.
Director of Engineering Software/Hardware: John Buras
Eastern Region Sales Rep:
Dan Clarton
Western Region Sales Rep:
Duane Miller
Parts: Barbara Wells
Product Line: pinball machines

PRESTIGE GAMES, INC.

119A Thornton Dr.
Hyannis, MA 02601
(508)771-6088
Telex: 284-417
Fax: (508)771-6119
President: Robert Jones
Executive Assistant: Sally Serpico
Chief Technician: Glen LoCicero
Product Line: exclusive marketers of the Quarterhorse video horse racing game under license from Rodesch & Associates

PROFITABLE GAME INCORPORATED

865 West North Ave.
Chicago, IL 60622
(312)943-1017
President: Jerald E. Evers
Product Line: Astro Lotto, Astrology, Bio Rhythm; mechanical boxing machine; tickets



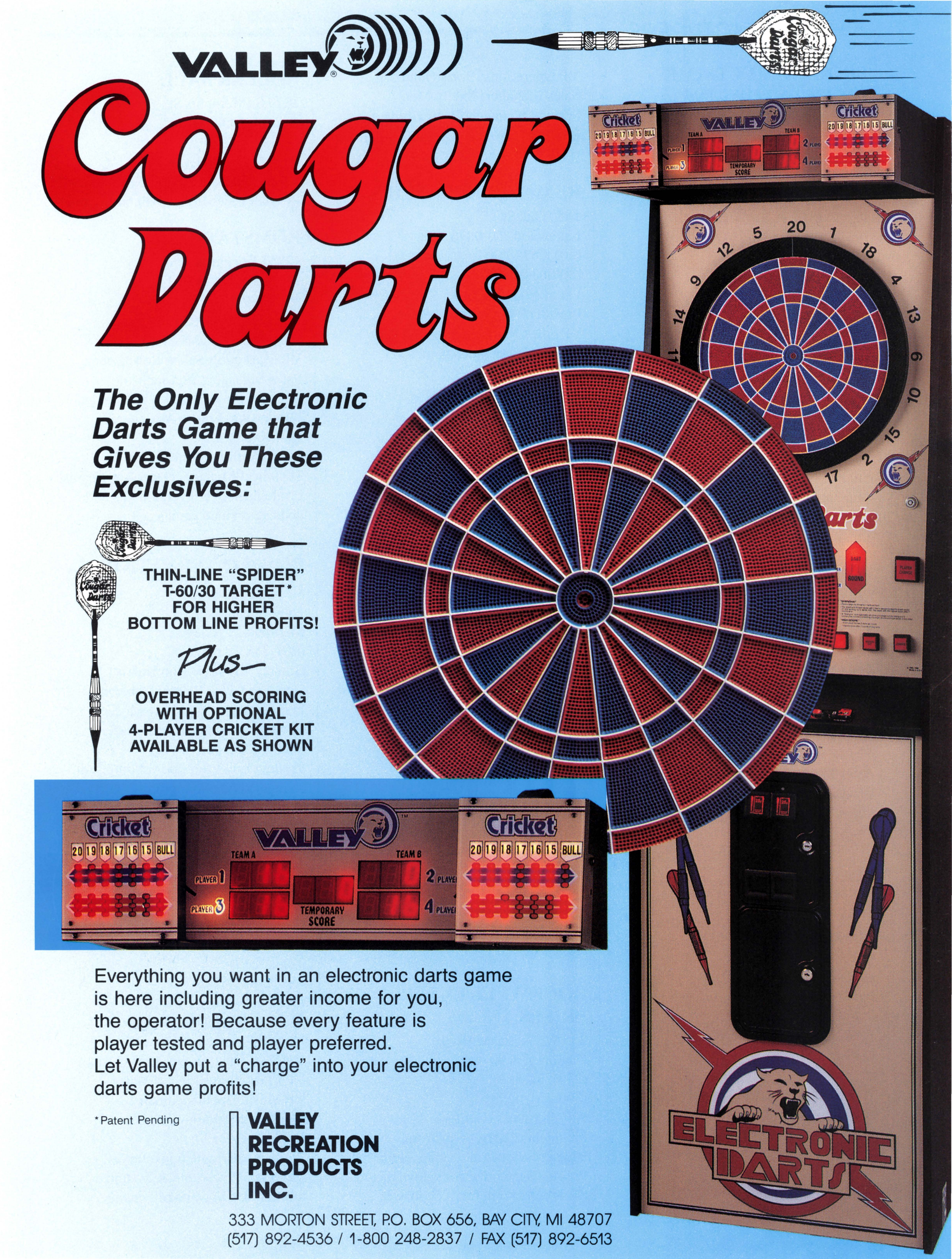
PLAYFAIR
SHUFFLEBOARD

Shuffleboards are back . . . and making money!!!

Dimensions:
Playing Surface: 20'8"long x 20"wide
Cabinet: 22'long x 27"wide

FEATURES:
- 3" Solid Maple Playing Surface with Silk-Screened Graphics
- Microprocessor Controlled
- Over-under Cash Box Doors
- Smaller 16' size available
- Available without coin doors for time rental play or home use

PLAYFAIR SHUFFLEBOARD CO., INC.
7021 Bluffton Road
Fort Wayne, IN 46819
(219) 747-7288


Cougar Darts
Cricket
20 19 18 17 16 15 BULL
VALLEY
TEAM A
TEAM B
PLAYER 1
PLAYER 3
2 PLAYER
4 PLAYER
TEMPORARY SCORE
ELECTRONIC DARTS

VALLEY

Cougar Darts

The Only Electronic Darts Game that Gives You These Exclusives:

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FOR HIGHER
BOTTOM LINE PROFITS!**

Plus—

**OVERHEAD SCORING
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4-PLAYER CRICKET KIT
AVAILABLE AS SHOWN**

Everything you want in an electronic darts game is here including greater income for you, the operator! Because every feature is player tested and player preferred. Let Valley put a "charge" into your electronic darts game profits!

*Patent Pending

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RECREATION
PRODUCTS
INC.**

333 MORTON STREET, P.O. BOX 656, BAY CITY, MI 48707
(517) 892-4536 / 1-800 248-2837 / FAX (517) 892-6513

PROGRESSIVE GAME DISTRIBUTORS,INC.

1300 Hill Street
El Cajon, CA 92020
(619)441-9100
President: David W. Stroud
Exec. Vice President: Robby Robbins
Parts Manager: Billy Keel
Product Line: video games.

PROTOCOL, INC.

1370 Mendota Heights Road
Mandota Heights, MN 55120
(612)454-0518
(800)227-5336
Product Line: coin-op condom vending machines

PUBLIC PAY PHONE, INC.

3803 Crest Drive
Suite C
Manhattan Beach, CA 90266
(213)546-7668
President: Mark Edgecombe
General Sales Manager: Mark Keane
Product Line: Elcotel, Inc., Williams, Smartphone (ICI) , Adco Enclosures, Fortec Enclosures, Protel, Ernest Telecom

PVC

4020 Payne Ave.
Cleveland, OH 44103
(216)432-0765
President: Brent Garson
Sales Manager: Roy Berkman
Product Line: condom vendors and supplies

R

R M V SALES

336 Steubenville Pik
Imperial, PA 15126
(412)695-2406
Fax: (412)695-8839
Phone: (412) 922-8058
Product Line: condom vending machines

RAINBOW AMUSEMENTS

114 Roseville Rd.
West Port, CT 06880
(203)454-2179
Fax: (203)222-1050
President: Shelly Metz
VP Operations: Boris Goldberg
Sales Manager: Shelly Metz
Service Manager: Boris Goldberg
Product Line: coin operated kiddie rides

REMARK INDUSTRIES

1650 Oak St.
Lakewood, NJ 08701
(201)367-7000
(800)631-2126
Fax: (201)367-3684
President: Craig Helfricht
VP Sales/Marketing: David Katz
Product Line: video games

RIDE DYNAMICS

315 E. Eisenhower
Parkway
Ann Arbor, MI 48104
(313)769-0172
Fax: (313)665-8917
Phone: (313)665-8917
President: Linley Hughes
Sales Manager: Courtney King
Service Manager: Greg Cook
Product Line: flight simulators and kiddie rides

ROCK-OLA MFG. CORP.

313 So. Rohlwing Rd.
(Hwy. 53)
Addison, IL 60101
(312)629-9200
Telex: 910-221-2716
Fax: (312)628-0019
Chairman: David C. Rockola
President: Donald Rockola
VP Sales/Marketing: Kenneth Keim
Sales/Marketing: Frank Schulz
East/Region Sales: Robert Hesch
Credit Manager: Ed Schweitzer
Product Line: jukeboxes and accessories; cold can drink and juice vendors

ROCKWELL ENTERPRISES, INC.

255 W. Torrance Blvd
Carson, CA 90745
(213)532-5121
(800)331-0293
800/345-5891 (Calif.)
President: Currie Armstrong
Vice President Sales: Dick Herbert
Product Line: electronic love meter; Bic & Scripto lighter vendors

ROLLER BALL

2829 S. Memphis St.
Aurora, CO 80013
(303)693-4978
President: Bob Lyons
Vice President: Tony Castillo
Product Line: Roller Ball table game

★ ROMSTAR

22857 Lockness Ave.
Torrance, CA 90501
(213)539-2744
Fax:(213)539-3626
President: Takahito Yasuki
VP Marketing/Sales: Rene Lopez
Sales Manager: Tim Jackson
Account Executive: Joyce Kaehler
Purchasing/Traffic Manager:
Heh-Kyu Lee
Parts: Audrey Smith
Technical Manager: Darryl Williams
Product Line: conversion kits and dedicated video games

ROWE INTERNATIONAL, INC.

2689 Longate Drive
Memphis, TN 38132
(901)345-7811
Branch Manager: Ron Harris
Vending Sales: Reggie Gable and Donnie Burkeen and Jay McLean
Phonograph and Game Sales:
Vickie Blackburn
Product Line: full line vending, bill changers and phonographs

1-800 669-7623

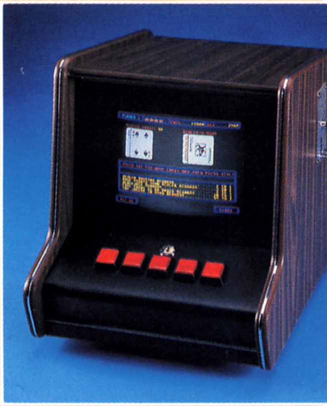
ROWE INTERNATIONAL, INC.

75 Troy Hill Road
Whippany, NJ 07981
(201)887-0400
(800)631-8132
Telex: 219052
Fax: (201)887-2851
President: Bruce Cowles
Senior VP Sales/Marketing:
Jerry Hejtmanek
VP Dist. Operations: Jerry Gordon
VP Marketing: Edward Wiler
VP Music: Joel Friedman
Manager Marketing Services:
Jerry Maguire
Product Line: video jukeboxes, audio jukeboxes, music systems, full line vending and bill changers

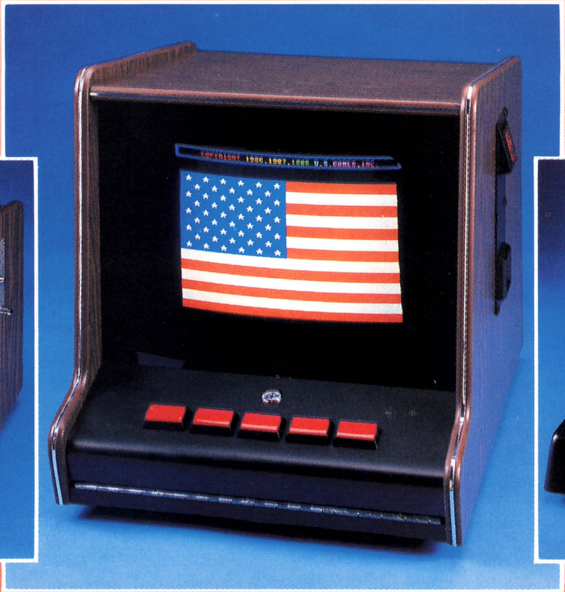
Andy Kohl

INVEST IN THE BEST

The U.S. Games record of profits for operators is exceptional! Since 1981, our games have consistently earned the best return for your game dollar investment.



★ *Standard compact 9″ Countertop*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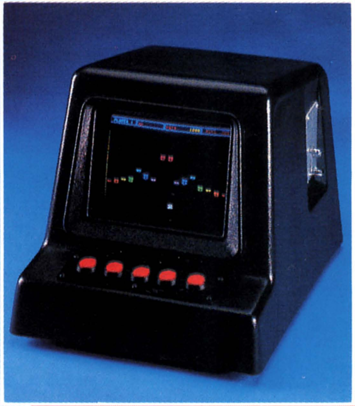
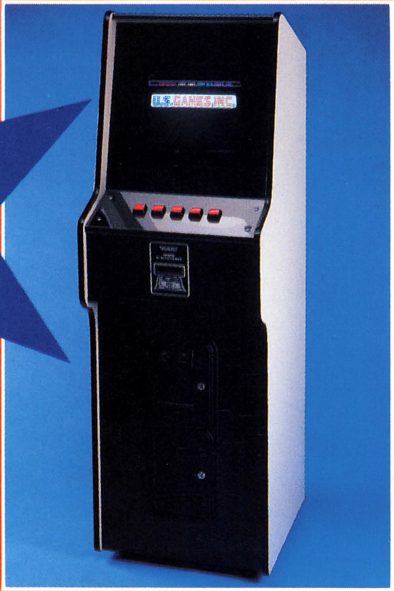
★ *Full View 13″ Countertop*

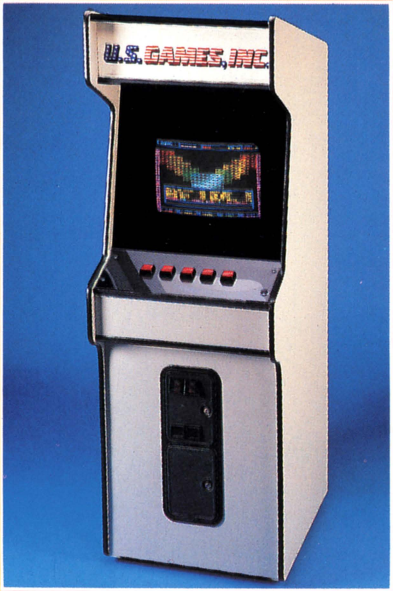


★ *High-Impact Plastic 9″ Countertop*

Standard 10-in-one! New 15-plus!


U.S.GAMES,INC

★ *Sleek New Mini-Upright*


U.S. GAMES, INC.

★ *Full-size Arcade Upright with 19″ Screen*

U.S. GAMES, INC.

Invest in the Best

1346 Oakbrook Drive, Suite 110
Norcross, GA 30093

1-800-HIT GAME

U.S. designed! U.S. built! Buy U.S. Games!

U.S. GAMES, INC.

404-441-2910 1-800-448-4263 FAX #: 404-446-2211

ROYAL CORONA, INC.

Essix Road
Center Conway, NH 03813
(603)356-5117
(800) TAN-SALE(826-7253)
President: Bo Hermanson
Sales Manager: John Hermanson
Product Line: coin- or token-operated tanning equipment

RUSSELL LABORATORIES

8613 14th Ave. S.
Unit # 224
Seattle, WA 98108
(206)431-5485
President: James Hall
Product Line: joke phone

S

SEEBURG PHONOGRAPH CORP.

1105 Westwood Ave.
Addison, IL 60101
(312)543-1270
Telex: 282037 SEEBRG CORP
Chairman: Ed Blankenbeckler
President: Nick Hindman
Exec Vice President: Joe Pankus
Gen Mgr/CD Div: William Guler
Natl Sales Managers: Bob Lentz and Tom Siemieniec
Parts Manager: Joyce Rosenbom
Product Line: currency-operated laser music systems via compact disc (CD)

SEECOAST MFG. CO., INC.

744 Middle St
Fairhope, AL 36532
(205)928-8882
Fax: (205)928-8909
President: G. Geoffrey Cain
Secr/Treasurer: Geraldine L. Cain
Shipping & Receiving: JoAnn Styron
Product Line: coin-op (and non-coin) telescopes and binoculars

SEEL NOVELTIES, INC.

18 Sunny View Dr.
St. Peters, MO 63376
(314)278-5943
President: Roy Seel
Product Line: video cassette recording booth

SEGA ENTERPRISES, INC. USA

2149 Paragon Drive
P. O. Box 610550
San Jose, CA 95161
(408)435-0201
Fax: (408)435-0294
President: Tom Petit
Exec Vice President: Scott Yasuda
Exec Vice President: Howell Ivy
Mktg Representative: Donna Cristich
Regional Sales Managers: John Hill, Lenore Sayers and Jim Vanderhoof
Customer Service Manager:
Darl Davidson
Product Line: video games, conversion kits and interchangeable game systems

SEIDEL AMUSEMENT MACHINE CO.

P. O. Box 11162
Albuquerque, NM 87192
(505)298-6994
Fax: (505)291-0052
President & Sales Manager:
Edward Seidel
Product Line: ticket-dispensing roll-down games

SELECTRA INT'L DESIGNS

2329 Story Ave.
Bronx, NY 10473
(212)931-4800
(800)332-2569
Fax: (212)931-4802
Product Line: vending machines for stickers and stamps

SHIPMAN MFG. CO., INC.

1326 S. Lorena St.
Los Angeles, CA 90023
(213)261-6151
Product Line: vending machines for stamps, condoms, snacks, etc

★ SHOWCASE, INC.

2153 10th Street
Sarasota, FL 34237
(813)366-1133
(800)642-7263
Fax: (813)366-1134
President: Ronald Yaffe
Sales/Marketing: Emily Simpson
Product Line: prize redemption crane game, 4 models including only cocktail crane in industry, 3 models of rotary merchandiser including self loading features; new coin pusher game, and lottery game

SIGMA GAME, INC.

3180 S. Highland Dr.
Suite E
Las Vegas, NV 89109
(702)796-7653
Fax: (702)796-7530
President: K. Manabe
Dir. of Oper.: Mike Stefanik
Product Line: video poker and slot machines; derby game

SKEE BALL, INC.

8th & Maple Streets
Lansdale, PA 19446
(215)362-0300
Fax: (215)362-0569
President: Joseph W. Sladek
Service Manager: Barry Scholl
General Manager: Peter Bartola
Engineering Manager: Dennis Keeny
Product Line: Skee-Ball target bowling games in 6, 8, 10 and 13 foot lengths, ticket dispensers and conversion kits

★ SMART INDUSTRIES

1626 Deleware
Des Moines, IA 50317
(515)265-9900
(800)553-2442
Fax: (515)265-3148
President: Gordon Smart
Vice President: Jeff Smart
Product Line: Clean Sweep cranes; Shoot-To-Win II basketball game; Diamond Mine (3 player automatic loader rotary machine)

SMS MANUFACTURING

601 Prospect St.
Lakewood, NJ 08701
(201)370-3030
(800)221-0138
Telex: 132-168
Fax: (201) 363-6329
President & CEO: Sal Mirando
VP/Sales & Marketing:
Jim Piertrangelo
VP/Finance & Administration:
Joan Sierchio
Sales Manager: Bob Harzer
Plant Manager: Tony Lorenzo
Director of Engineering: Walter Lee

Senior Programmer:
Anna Mary Smith-Larkin
Inventory Control & Purchasing:
Peggy Harries
Product Line: poker, blackjack, bingo, and keno videos; Carousel Poker, Blackjack; crane, rotary, and rolldown merchandisers; Sex Tester novelty game; all games available for export

SNAK-STIX

4020 Payne Ave.
Cleveland, OH 44103
(216)432-0765
President: Brent Garson
Sales Manager: Roy Berkman
Product Line: table-top candy and snack vendor

SNK CORPORATION OF AMERICA

245 Sobrante Way
Sunnyvale, CA 94086
(408)736-8844
Fax: (408)7360446
President: Paul Jacobs
Chairman: Elkichi Kawasaki
Vice President Sales: John Barone
Sales Representative: Tracy Tate
Director of Operations: Neal Zook
Production Manager/Marketing:
Susan Jarocki
Product Line: manufacturer of coin-operated video games and conversion kits

THE STALEY MANUFACTURING CORP.

437 Highland Ave.
Passaic, NJ 07055
(201)773-1981
President: Herb Potter
VP/Secretary: Arlene Potter
VP/General Manager: Moses Musilu
Operations Mgr: Debbie Matthews
Sales Manager: Ken Karmel
Service Manager: Lewis Potter
Product Line: countertop games, coin operated scales; stickers and laminating machines

STANDARD KIDDIE RIDES

2106 Forbes Avenue
Pittsburgh, PA 15219
(412)391-1611
Owner: Fred Danovitz
Product Line: kiddie rides

STANDARD METAL TYPER, INC.

3725 N. Talman Ave.
Chicago, IL 60618
(312)935-8295
(800)782-1100
President: Scott Braverman
Vice President: Art Tiffany
Product Line: The Metal Typer imprints an aluminum disc with any 32 character message for 25 or 50 cents; new antique reproduction classic model enhances even the most upscale locations

STATUS GAME CORPORATION

336 Stamm Road
Newington, CT 06111
(203)666-1960
President: Irv Yaffa
Executive VP: Lawrence Dunn
VP/Amusement Div: Michael Yaffa
Director of Sales/West:
Kimberly Yaffa
Service Manager: Brian Stevens
Product Line: countertops, systems, and kits

STEINER MFG. CO., INC.

617 Sackett St.
P. O. Box 123
Brooklyn, NY 11217
(718)875-0835
(800)445-4321
President: Richard Siodrsky
Product Line: makers of sticker, bumper sticker, postage stamp and baseball card vending machines; a full line of stickers and photographs including licensed items

STREAK-SHOOTER, INC.

875 E. Linn St.
Canton, IL 61520
(309)647-6600
Marketing Director: Mike Sappington
VP Manufacturing: Eddie Saunders
Sales Representative: Carl White
Product Line: basketball games

SUMMA FOUR, INC.

2456 Brown Avenue
Manchester, NH 03101
(603)625-4050
National Sales Manager: Nate Cyr
Product Line Manager: Garth Olson
Product Line: PTSS-1000 system monitors, routes & processes calls made from credit card phones, SDS-1000

SUN CORPORATION OF AMERICA

(see Sunsoft)

SUNMARK BUSINESS PRODUCTS INC.

1126 W. 21st Street
Lorain, OH 44052
(216)245-3678
(800)255-6275
Product Line: coin-operated scales, coin-operated air machines

SUNN INTERNATIONAL INDUSTRIES

624 Douglas Ave.
Suite 1412
Altamonte Springs, FL 32714
(407)774-9636
(800)843-0437
Telex: 9102400918
Fax: (407)682-7860
(800)237-0796 (outside FL)
President: Stephen Perry
Exec Vice President: John Stancil
VP Marketing: William Medvetz
Office Manager: Linda Wacker
Product Line: PC design and manufacture, custom software and novelty games

SUNSOFT (a div of Sun Corp. of America)

925 A.E.C. Drive
Wood Dale, IL 60191
(312)350-8800
Telex: 206424 SUNCORP
Fax: (312)350-8815
President: Joseph Robbins
Vice President: Richard Robbins
Director of Customer Services:
Alfred Artus
Dir. of Operations: Wendy Atherton
Vice President/Consumer Products:
Robert Bernstein
Product Line: video games in dedicated and conversion kit form; licensors of video game software; con-

sumer software; importers & exporters; Nintendo consumer software

SUTTON INDUSTRIES

21 Cherokee Dr.
P. O. Box 586
St. Peters, MO 63376
(314)441-6150
Fax: (314)441-3542
President: Kim Sutton
Product Line: coin-operated shoe polisher

T

TAITO AMERICA CORP.

660 So. Wheeling Rd.
Wheeling, IL 60090
(312)520-9280
Fax: (312)520-1309
President: Joe Dillon
Vice President/Sales: Rick Rochetti
Vice President/Production: Ben Rochetti
General Manager: James Miskell
General Counsel: J. Vernon Lloyd
Customer Service: Paul Rzonca
Product Line: coin-operated video games, kits and novelties; consumer products

T.A.M.C.O.

719 Morning Hill
San Antonio, TX 78232
(512) 494-9201
President: David Madden
Product Line: coin operated AC free telephone (The Lineman)

TAN BODY SUN SYSTEMS

310 E. 14th St.
Flint, MI 48503
(313)238-5524
(800)826-4666
Phone:(313) 238-5524
Product Line: MAX6700 sun tanning unit and tonning units

TAN ME, INC.

1506 Buerkle Rd.
St. Paul, MN 55110
(612)481-0081
(800)527-4675
Product Line: tanning and toning equipment and accessories

machines

TAPE-ATHON CORP.

13633 Crenshaw Blvd.
Hawthorne, CA 90250
(213)676-6752
President: Lee Tate
General Manager: Bob Haller
Sales Director: Bob Mayfield
Sales Rep: Rick Bottom
Director of Engineering: Bernie Sayers
Product Line: background and foreground music/tape systems, audio amplifier, message insertion units

TECH VEND MARKETING

77 Accord Park Dr.
Norwell, MA 02061
(617)878-7330
(800)554-4325
Telex: 247316
Fax: (617)871-2656
President: Ken Bagley
Product Line: manufacturers of a complete line of health-oriented coin-op equipment, blood pressure, computer, pulse meter, stress monitor, memory challenger

★ TECMO, INC.

18005 South Adria Maru Lane
Carson, CA 90746
(213)329-5880
(800)338-0336
Fax: (213)329-6134
President: Kenichi Nakata
National Sales Manager: Michael E. Robinson
Chief Engineer: James Sampa Cruz
Product Line: amusement video games dedicated and kit form; software programer (Ediputer)

TEKBILT, INC.

2517 Wyandotte Rd.
P. O. Box 337
Willow Grove, PA 19090
(215)657-8585
(800)666-7776
Fax:(215)784-9219
Officer: G.M. ''Buzz'' Bruner
Sales Manager: Dave Weiss
Service Manager: Brian McGowan
Product Line: AT5100-TV/Poker game; $1-5-10-20 bill acceptors; Little Black ''Put On'' Device

★ TELCO INTERCONTINENTAL

9829 Whithorn Dr.
Houston, TX 77095
(713)855-2218
(800)678-3526
Telex: 3788039TELCOHOU
Fax: (713)859-8825
Product Line: desk-top coin phones

TELE-SMART, INC.

4062 Fabian Way
P. O. Box 50036
Palo Alto, CA 94301
(415)494-7606
(800)227-8233
President: John Riddle
Engineering: John Chamberlin
VP/Finance: Carole Schreier
Product Line: coin, credit card, and dollar bill operated payphones; enclosures

TELEDIAL CORPORATION

841 NW Bond
Suite 7
Bend, OR 97701
(503)389-1206
Product Line: automatic call processors and dialers for alternative operator services; operator assisted service system

TELEMATIC CORP.

7304 S. Alton Way
Englewood, CO 80112
(303)771-9111
Product Line: pay phones

TKW, INC.

2517 E. 7th Ave.
P. O. Box 9003
N. St. Paul, MN 55109
(612)770-2808
Vice President: Marilyn Welsch
Product Line: canned beverage vending machines

TOLEDO CALIFORNIA

867 Third St.
Santa Rosa, CA 95404
(707)526-2221
Officer: Larry Howerton
Officer: Harlan Hanson
Product Line: coin-operated scales which vend a weight ticket

TECMO

You can . . . battle your way from city to city using exceptional martial art maneuvers, in *"NINJA GAIDEN"*; or *"TECMO BOWL"* or *"GRIDIRON FIGHT"*; or . . . Maneuver through mine fields and incoming missles in the fast-paced, action-packed *"SILKWORM"*.

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ARSON, CALIFORNIA 90746
(213) 329-5880
(800) 338-0336
FAX (213) 329-6134

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MICHAEL E. ROBINSON · NATIONAL SALES MGR.
JAMES (JIM) SANTA CRUZ · CHIEF ENGINEER

TORNADO TABLE SOCCER, INC.

4959 Rendon Road
Ft. Worth, TX 76140
(817)483-6646
President: C. E. McCloud
Exhibits Manager: Mike White
Operations Manager: Jon F. Baxley
Product Line: Tornado Soccer Table

TOTALCOM

5932 N. NW Hwy.
Chicago, IL 60631
(312)794-1888
Fax: (312)775-5923
Contact: Barry Kitt
Product Line: pay phones

★ TROY M ENTERPRISES, INC.

776 Reynoldsburg/New Albany Rd.
POB 216
Blacklick, OH 43004
(614)863-1795
President: Richard Moniz
Secretary: Thomas Weber
Sales Manager: Richard Moniz
Product Line: manufacturer and distributor of Target Bowling game, trade name-Super Ball; manufacturer and distributor of Indoor Putting game, trade name-Putt Master

TWELVE SIGNS, INC.

3369 S. Robertson Blvd
Los Angeles, CA 90034
(213)553-8000
Fax:(213)836-0110
President: Richard W. Housman
VP Mktg/Dist: Steve Davis
Sales Manager: George Grey
Dir/Advertising: Michael Fodor
Service Manager: Hanky Kim
Product Line: horoscope scroll vending machines and displays

21ST CENTURY ROBOTICS, INC.

1790 Corporate Drive
Suite 330
Norcross, GA 30093
(404)925-0021
President: Ronald G. Green
Product Line: robots

U

★ U. S. GAMES

1346 Oakbrook Dr.
Suite 110
Norcross, GA 30093
(404)441-2910
(800)HIT-GAME
Fax: (404)446-2211
President: Mike Pace
VP/Marketing: Mike Horan
VP/Sales: Robert Darin
Product Line: counter tops (9'',13'') mini uprights, arcade games, football/basketball/softball games

U-SEAL-IT CO.

1739 W. 132nd St.
Rear Gardena, CA 90249
President: Aaron Lieberman
Product Line: vending machine that dispenses plastic laminate, baseball cards, and stickers

UBI, Inc.

51 Progress St.
P. O. Box 37
Union, NJ 07083
(201)686-7030
(800)526-0080
Fax: (201)686-1518
Chairman: J. Roy Morris
Plant General Manager: Alex Macino
Senior Engineer: Bob Carr
Project Manager: Bob Chapman
Parts Manager: Rose Keifrider
Product Line: coin operated pool tables, home pool tables, coin operated amusement games, coin operated game cabinet design and manufacturing and assembly

UNITED AMUSEMENTS

1975 Riverside Dr.
Los Angeles, CA 90039
(213)664-1335
(800)722-8258
Fax: (213)664-0518
Sales Manager: Bill Engram
General Manager: Brad Brown
Product Line: UATA video games, new and used conversion kits

UNITED ARTISTS THEATRE AMUSEMENTS

5005 Calle SanRafael
Suite B-5
Palm Springs, CA 92264
(619)322-4422
Telex: 62941141
Fax: (619)323-9769
President: Jon Daugherty
Product Line: video conversion kit

USA PHARMACEUTICAL, INC.

55 Jewelers Park Dr.
Neenah, WI 54956
(414)727-4900
(800)426-4448
Fax: (414)727-9487
Advertising: Bill Gunderson
Product Line: wall mountable personal care products dispensing machine (6 different items) featuring LED display, electronic coin mechanisms and escrow; Model: Designer Classic 2000

USI CORP.

165 N. 10th St.
Waukee, IA 50263
(515)277-5397
(800)247-8709
Fax: (515)274-0390
President: David Forlenza
Vice President/Sales: Jack Kellam
Product Line: full line of vending machines

V

VAL ENTERPRISES

14715 Barryknoll
Suite 138
Houston, TX 77079
(713)496-2900
Officer: Val Janakiev
Product Line: Stress Test Machine, Test your Memory, Love Analyzer, Physical Fitness, Fortune Teller Tarot Card Reader, Weighing Scale, Love Fever, Kiss O Meter

★ VALLEY RECREATION PRODUCTS, INC.

333 Morton St.
Bay City, MI 48706
(517)892-4536
Telex: 234218
(800)248-2837 (Sales)
President: Charles Milhem

- IMPORTANT NOTICE -

DOUBLE DRAGON II:
THE REVENGE

will be available exclusively through

AMERICAN TECHNOS, INC. and ROMSTAR, INC.

All purchases of this game must be made through
American Technos' and Romstar's authorized distributors

- BEWARE OF COPY GAMES -

Double Dragon II: The Revenge *will be available first in the U.S. and Canada. Until all sales and distribution have been completed. Upon completion of Sales and Distribution in the U.S. and Canada,* **Double Dragon II** *will be released in limited quantities in Europe.*

Anyone offering parallel boards of **Double Dragon II: The Revenge** *will more than likely be selling illegal and illegitimate copies, and will be prosecuted accordingly.*

American Technos and Romstar support the efforts of the AAMA and the FBI in its anti-drug campaign. The **"Winners Don't Use Drugs"** *message will appear in all* ***legitimate*** *versions of* **Double Dragon II: The Revenge.**

ROMSTAR, *INC.*

22857 Lockness Avenue, Torrance, CA 90501 • (213) 539-2744 • FAX: 213-539-3626

VP/Marketing: Alan Schafer
Sales Director: Emil Marcet
VP/Manufacturing: Richard Shelton
Purchasing Director: Donald Kreil
League Consultant: Warren Kelly
League Consultant: William Nemgar
Director of Internal Operations: James Griffiths
VP/Engineering: Don Devale
Service Manager: Dan Meeker
Field Promotions: Dave Kristal
Customer Service: Melody Sutkowi
Product Line: coin-op pool and bumper pool tables, electronic darts, one and two piece cues

VARI-TECH CO.

4520 Spartan
Industrial Dr. SW
Grandville, MI 49418
(616)538-4088
(800)245-2737
Fax: (616)538-1281
Officers: Bob Wass/Floyd Brouwer
General Manager: Phil Hilliker
Sales Director: Mark Hendrickson
Operations Manager: Mark Kane
Engineering Manager: Joel Beezhold
Product Line: novelty games

VEN MARK, LTD.

West 703 7th St.
Spokane, WA 99204
(509)624-3197
Contact: Leo Eachus
Product Line: vending machines

VEND-RITE MFG.

2517 W. Armithage
Chicago, IL 60647
(312)772-6700
(800)777-1802
President: John Flynn
Vice President: Vince Hansen
Sales/Marketing: Robert J. Tennes
Product Line: coin-op vending machines

THE VENDO CO.

7209 No. Ingram
Fresno, CA 93650
(209)439-1770
(800)344-7216
President: Joe R. Town
Senior VP: Robert F. Williams
Director/Sales: Galen Corson
Product Line: can and bottle vending machines; parts, supplies and accessories

VERSA-VEND, INC.

P. O. Box 131
Spokane, WA 99210
(509)455-6118
Fax: (509) 489-1947
President: Harry Everard
VP Marketing/Sales: Leo A. Eachus
Product Line: vending machine that dispenses a wide range of personal products which the firm also supplies

VIDEO HORIZONS, INC.

P. O. Box 5656
Bend, OR 97708
(503)389-7626
President: Tom Hendrix
Product Line: card themed amusement videos

VIDEO TECH

750 E. Tallmadge
Akron, OH 44310
(216)633-3124
Owner: John Grifa
Product Line: basketball game

VIDEO VENDOR

4235 Main St.
Skokie, IL 60676
(312)345-7700
Officer: Gary Stern
Product Line: Video Vendor tape rental and return machine

VIDEOBOX NETWORKS

944 Park Ave.
New York, NY 10028
(212)288-3190
Fax: (212)288-7260
Product Line: video jukeboxes

VIDEOMAX, INC.

P. O. Box 4428
Scottsdale, AZ 85261
(602)951-6227
Product Line: video cassette vendors

VIDEOTRONICS, INC.

1055 Industrial Way #6
Sparks, NV 89431
(702)331-6050
President: Neil Netley
Product Line: Challenger video card games

VIKING MANUFACTURING

12559 Holiday Dr.
Alsip, IL 60658
(312)396-1075
Fax: (312)396-1834
President: James McClelland
Vice President: William Caldwell Product Line: Casino Classic card game with Olympiad and Trivia conversion; Model 1000 video conversion Delta system; Viking payphone

VISCO GAMES

22301 S. Western Ave
Torrance, CA 90501
(312)792-1630
Fax: (312)792-1559
Contact: Rene Lopez
Product Line: video arcade amusment devices

W

WEDGES/LEDGES OF CALIFORNIA

123 International
Boardwalk
Redondo Beach, CA 90277
(213)374-9982
Fax: (213)374-2387
President: Steve Shoemaker
National Sales Manager: Georgia Boulie
General Manager: Bill McKechnie
Technician: Betty Hulum
Production Manager: Steve Weisinger
Product Line: coin-operated prize redemption games including Wedges/Ledges table, roll-down horserace game, Challenger Crane, and Comer Conveyer Merchandiser

WEIGHT CHECK, INC.

1350 W. Shure Dr.
Arlington Heights, IL 60004
(312)253-2981
(800)433-9634
Telex: 297113WEIGHT UR
Fax: (312)253-6088
President: Daniel Slater
Sales and Marketing Manager: Thomas Hertel
Director of Technical Services: Paul Gade
Office Manager: Diane Anderson

Product Line: coin oeratied, ticket printing weight scale that also provides fitness calorie and diet planning data

WILLIAMS ELECTRONICS

401 N. California Ave
Chicago, IL 60618
312)267-2240
President: Louis J. Nicastro
VP/Gen Manager: Kenneth Fedesna
VP/Finance: Patrick Delahanty
VP/Manufacturing: John Straebel
VP/Purchasing: Lawrence Kesselman
VP/Sales: Marty Glazman
Sales Manager: Lesley Ross
Marketing Director: Roger C. Sharpe
Public Relations Manager:
Laura Rezek
Customer Service Mgr: Tom Cahill
Product Line: pinball machines, video machines, shuffle alleys

WINDY CORP.

06 W. Gardena Blvd.
Gardena, CA 90248
213)532-5353
800)421-1980
Fax: (213)532-5328
800)523-8300 (inside California)
President: Otto Henke, Sr.
Sales: Otto Henke, Jr.
Product Line: Fanky Malloon balloon vending machines. Sales, parts, upplies, and service

WITTENBORG USA, INC.

295 F Int'l Blvd.
Norcross, GA 30093
404)381-1111
800)654-7065
Fax: (404)381-0070
Vice President/Sales & Marketing:
Dave Mullins
Product Line: food & drink vending machines; microwave ovens & stands

WORLD GAMES

046 Sophia Street
Van Nuys, CA 91406
818)904-0975
Vice President/Sales Manager:
Sam Franklin
Product Line: conversion kits

Z

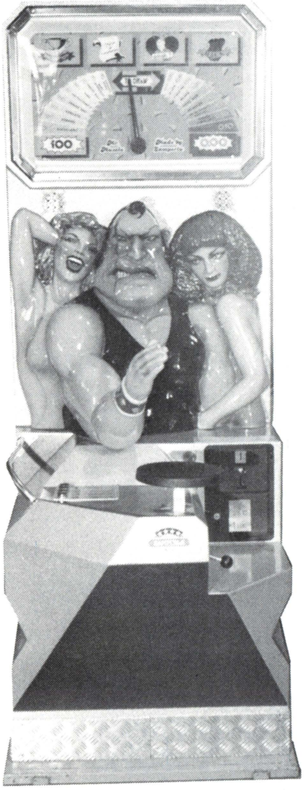
★ ZAMPERLA, INC.

49 Fanny Road
P. O. Box 5545
Parsippany, NJ 07054
(201)334-8133
(800)888-8878
Telex: 642286
Fax:(201)334-6880
President: Alberto Zamperla
General Manager: Carlo Gulielmi
Sales/Mktg Mgr: Len Soled
Sales Mgr Coin-Op: David Martin
Service: Rene Bernier
Parts: Donna Sankowich
Product Line: kiddie rides; strength-testing amusement machines and lighting

ZYTRONICS, INC.

8823 SW 129 Terrace
Miami, FL 33176
(305)251-3775
President: Gerald B. Zaichick
Product Line: sex analyst, weight and fortune, electronic horoscope, electronic palm reader, electronic handwriting analysis, colorscope, sprint "40"

FOREIGN MANUFACTURERS



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FUN WORLD (Unterhaltungselektronik Ges.m.b.H.)
4810 Gmunden
Bahnhofstrasse 26
AUSTRIA
Telex:24591 funwo a
Fax:07612/5017 22
Phone: 7612/5259,5660
Product Line: coin controlled video amusement and gaming machines

CANADA

ALCOHOL COUNTERMEASURE SYSTEMS, INC.
975 Midway Blvd.,#14
Mississauga
Ontario,
CANADA L5T1X1
(416)671-2288
Telex:069-68538
Fax:(416)671-8211
President: Felix J. E. Comeaux
Product Line: alcohol breath tester

AMUSEMENT MACHINE DIST.
123 Manville Road
Scarsboro, Ontario
M1L 4J8
CANADA
(416)288-1276
Fax:(416)755-5678
President: John Keimel
Sales Director: William Burger
Product Line: exclusive North American manufacturer reps for Elektro-Mobiltechnik kiddie rides

ASTROVISION
145 Bentley, Unit 9
Nepean, Ontario
K2E 6T7
CANADA
(613)226-7515
President: Fred McAleer
Vice President: Monica McAleer
Production Manager:
Stephen McAleer
Product Line: coin-op Astro Scale reminiscent of the old penny scale; Astro Memeory Game; Mood Analyzer: Lotto Love

CARDBALL INTERNATIONAL LIMITED
5451 Trunk Road
Delta, B.C.
CANADA
(604)946-7644
Fax: (604)946-5618
President: Mike Garret
Product Line: pool tables; electronic scoreboards

JUKE ROCK SYSTEMS
637 The Queens Way
Unit 12, Peterborough
Ontario K9J 7J6
CANADA
(705)748-9420
Fax: (705)748-5017
Product Line: compact disk jukebox

MACHINE-O-MATIC LTD
51 Bertrand Ave.
Scarborough
Ontario M1L 4P3
CANADA
(416)750-4900
Product Line: peanut, gum & candy vending machines; parts and chromed stands; 26'' capsule vendors to accept up to 2 1/4'' diameter capsules

MR. CRISPY, INC.
9230 Islington Ave.
Woodbridge
Ontario L4L 1B2
CANADA
(416)851-2861
Fax: (416)851-4265
General Manager: Flavelle Barrett
Product Line: french fry vending machines

NOVA INDUSTRIES
2075 23rd Aveneu
Lachine, Quebec
H8T 1X2,
CANADA
(514)636-4836
Product Line: video game cabinets

NOVA PRO AMUSEMENTS, INC.
290 Heriot
Drummondville
Quebec J2B 1A7
CANADA
(819)474-6763
(800)567-0948
Product Line: coin-operated poker PC board machine for amusement only; original and exclusive software programs; large data memory

P. V. A. INC.
7101 Trans-Canada Hw
St-Laurent, Quebec
H4T 1A2,
CANADA
(514)336-5050
Fax:(514)332-1739
Product Line: cabinet makers

POARA ENTERPRISES LTD.
259 Edgeley Blvd. **11**
Concord
Ontario L4K 3Y5,
CANADA
(416)660-1107
Telex:06-964875
Fax:(416)660-1143
Contact: Yong Park
Product Line: conversion kits

TALKING VENDOR CO.
P. O. Box 326
Chatham
Ontario N7M 5K4
CANADA
(519)351-2181
Fax: (519)351-7304
Sales Manager: Ken McPhail
Product Line: makers of talking bulk vending machines

ULTRA-WATER VENDING LTD.
1373 Winnepeg St.
Regina, Saskatchewan
S4R 1K2
CANADA
(306)352-3817
Product Line: purified water vending machine

ENGLAND

CROWN SCALE LTD

Mount St./Stapleford, Nottingham
NG8 9AW,
ENGLAND
Telex:37605 COMIND G
Phone:(0602)-394868
Fax:(0602)490287
Managing Director: Freddy Bailey

FRANCE

HCL FRANCE

11 rue Bailly
92200 Neuilly Sur
Seine,
FRANCE
Phone: 46.40.10.80
Telex: FORTUNE 61257GF
Product Line: Wheel of Fortune
game based on Tarot cards

HOLLAND

SUZO TRADING COMPANY B V

Pieter De
Hoogstraat 40
Rotterdam 3024CS,
HOLLAND NL
Telex:24392
Fax:31-10-4779481
Phone: 31-10-4766399
Contact: Robert van Enkhijzen

JAPAN

JALECO LIMITED

2-19-7 Yohga
Setagaya-ku
Tokyo 158,
JAPAN
(03)708-4830
Telex:JALECO J27891
Fax:(03)708-4822
President: Y. Kanazawa
Overseas Dept. Manager: H. Saisusa

NAMCO LIMITED

2-8-5 Tamagawa
OTA-KU
Tokyo, 146
JAPAN
(03)756-2311
Telex:2468521MANINT J
President: Masaya Nakamura
Director of Overseas Division:
Ryuji Hashiguchi
Product Line: hardware and software
for amusement game machine

SIGMA ENTERPRISES, INC.

17-1 Shibuya 1 Chome
Shibuya-ku 150
Tokyo,
JAPAN
Telex:242-2266SIGMA J
Fax:3-486-2890
Phone: 03 486 2891
President: K. Manabe
Exec Vice President: T. Hagiwara

SOUTH AFRICA

LEWLESAL PTY. LTD.

21 End St.
Lakeview
Johannesburg 2091,
SOUTH AFRICA
(011)493-6246
Telex:4-85915 SA
Fax:(011)493-2568
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Sales Manager: T. Correia
Service Manager: A. Kolobai

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AMA Distributors, Inc.	LA
American Amusement	CT
American Games	WA
American Vending Sales	IL
Anco Enterprises	AR
Mickey Anderson, Inc.	PA
Arjay Export Co., Inc.	MA
Atlas Distributing, Inc.	MI
Atlas Distributing Company	PA
Atlas Distributing, Inc.	IL
Audio Visual Amusement	MO
Automatic Merchandising	CA
Banner	PA
Bar-Rest Equipment Co.	IA
Barbin Novelty Co., Inc.	LA
Beach Distributing, Inc.	MN
L. M. Becker & Co., Inc.	WI
R. H. Belam Co., Inc.	NY
Belam Orlando	FL
Belam Southeast Dist. Corp.	FL
Berry Dist.	MO
Berry Dist.	NV
Betatron Corporation	TX
Betson/Advance Distributing	NY
Betson Enterprises	CT
Betson Enterprises	NJ
Betson Enterprises	NY
Betson Pacific	AZ
Betson Pacific Distributing	CA
Bilotta Dist. Corp.	NY
Bilotta Enterprises	NY
Bird Distributors, Inc.	KS
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Birmingham Vending Co.	FL
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Brady Dsitributing	TN
The Brass Register	TX
H. B. Brinck, Inc.	MT
Buccaneer Distributing	FL
C & M Amusement & Dist.	OH
Cartel Distributing	MI
Casey's Electronics	PA
Central Distributing Co.	NE
Central Vending SVS	PR
Century Vending & Dist.	CA
Classic Jukebox Co.	MN
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Cleveland Coin Machine	MI
Cleveland Coin Machine	OH
Coast to Coast	CA
Coastal Amusement Dist.	NJ
Coin Machine Dist. Inc.	NY
Coin Machine Sales	OR
Coin Machine Corp. of Am.	IL
Coin Machine Dist. South	LA
Coin Machine Exchange	TX
Coin Machine Sales	WA
The Colorado Game Exchg	CO
Columbia Vending Service	MD
Commercial Music Co.	TX
Coyote Distributing, Inc.	SD
CTI Distributors	MI
D & L Distributing Co., Inc.	PA
Derrick's Music Co.	WV
Dilley Distributors, Inc.	ID
Dobkin Bros.	WV
Drew's Distributing Co.	SC
Dunis Distributing Co.	OR
Eagle Distributing	FL
Eastern Distributing Co.	NC
Eastern Music Systems	PA
Ed's Distributing	MI
Jack Eiser Sales Company	IN
El Paso Coin-Op Sales	TX
50th State Coin-Op	HI
Franco Distributing Co., Inc.	AL
H. A. Franz & Co.	TX
Full Spectrum Coin-Op	CA
Galaxy Distributing Co.	OK
The Game Exchange	OH
Game Sales Co., Inc.	TN
Games "R" Us	OR
General Leisure	OR
General Leisure	WA
Godwin Distributing Co.	AR
The Al Gorman Co., Inc.	FL
Greater American Dist.	IA
Greater American Dist.	NE
Greater Southern Dist.	GA
Greco Bros. Amusement	NY
Green Coin Machine Dist.	SC
Green Games, Inc.	MS
Green Games of Tennessee	TN
Growth Unlimited Corp.	IA
Ed Hanna	NY
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Hanson Distributing	MN
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Harry's Sales & Service	PA
Hawaii Game Sales	HI
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Hudson-Mullin Company	FL
Inter-Space Video Sales	CA
J & J Distributing	MO
J & J Distributors, Inc.	IN
J & J Enterprises	WI
J-Mak Distributors	SD
J. W. Distributors	MO
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Jack's Amusement Co.	TX
Jay's Vending	MD
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Kane Distributing	FL
Kentucky Coin, Inc.	KY
Key Distributing Company	CO
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Lieberman Music Co.	MN
Litsey Eqp. & Dist. Co.	KY
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Martin & Snyder	MI
Master Vend Amusement	TX
Mechanical Music	WI
Memphis Amusement	TN
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Midwest Distributors	MO
Mondial International Corp.	NJ
Money Processing Sys/Rowe	AZ
Monroe Distributing, Inc.	OH
Moss Distributing, Inc.	IA
Mountain Coin Machine Dist.	AZ
Mountain Coin Machine Dist.	CO
Mountain Coin Machine Dist.	IA
Mountain Coin Machine Dist.	NM
Mountain Coin Machine Dist.	UT
Mountain Vegas	NV
Mike Munves Corp.	NY
Music & Games International	FL
Music & Games International	GA
Music & Games, Inc.	NC
Games, Inc.	NC
Music-Vend Distributing	WA
Musical Sales, Inc.	MO
National Coin	IL
Nebraska Coin-Op Dist.	NE
New England Coin-Op Dist.	MA
New England Wurlitzer Dist.	CT
New Orleans Novelty Co.	LA
North American Interstate	MI
O'Conner Distributing Co.	TX
Operators Dist., Inc.	NC
Otto's Vending Co.	TX
Palmetto State Distributing	SC
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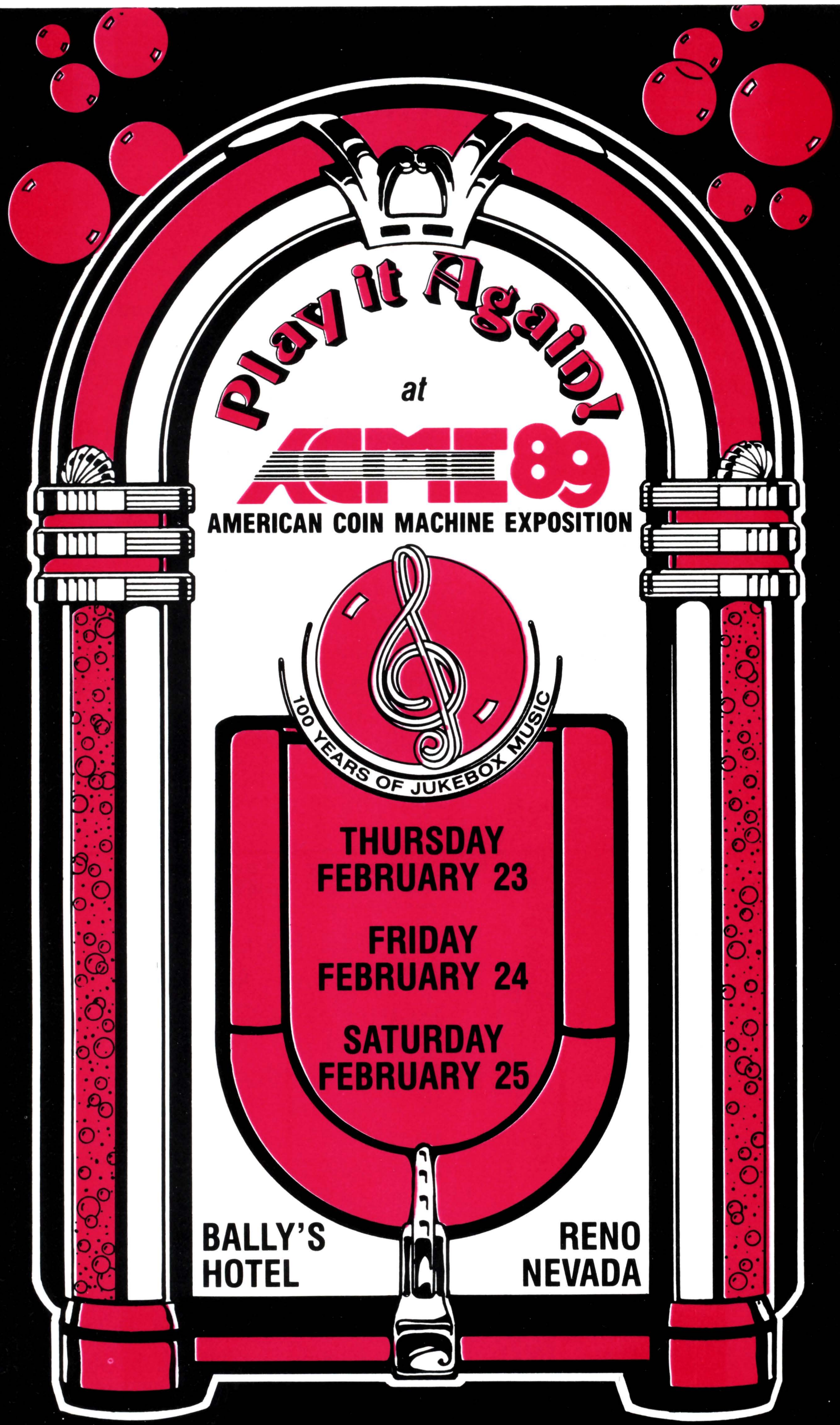

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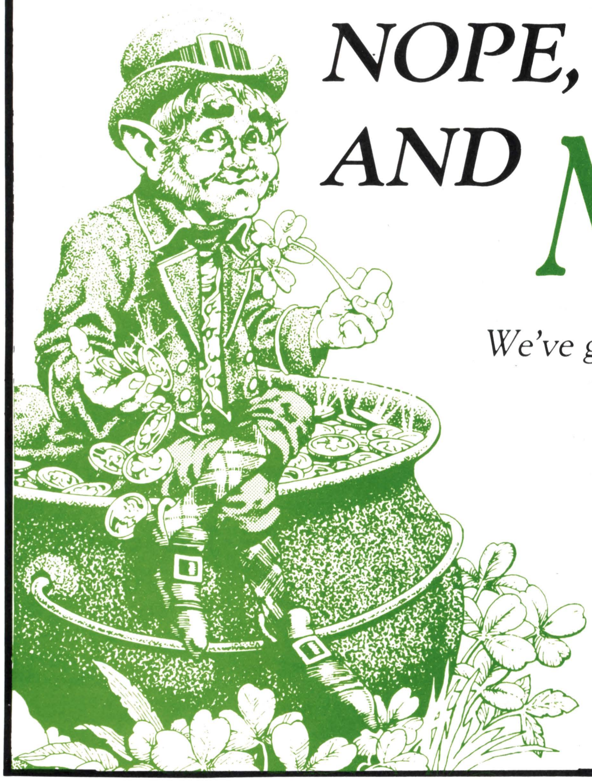

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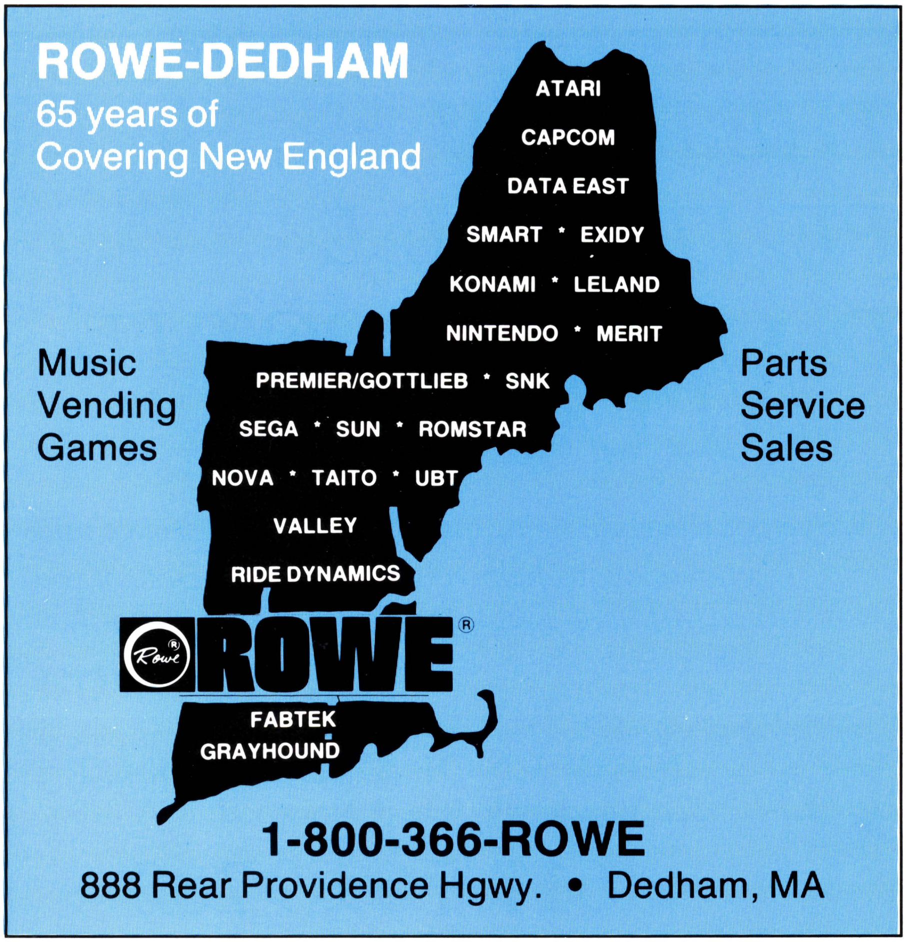
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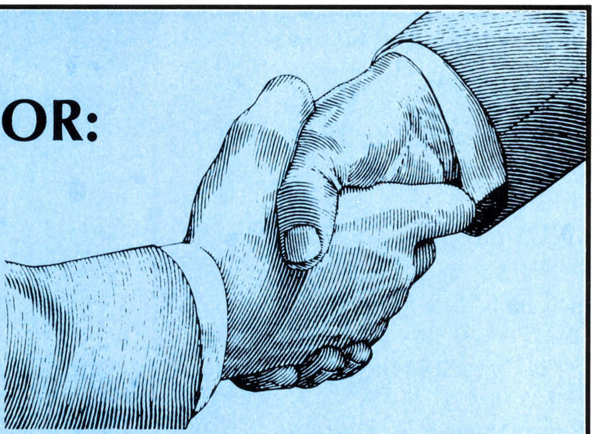

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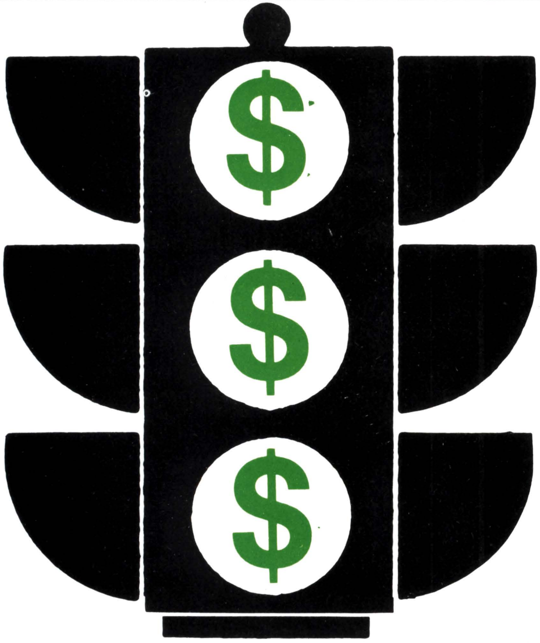

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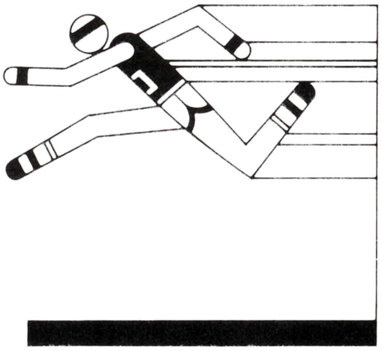

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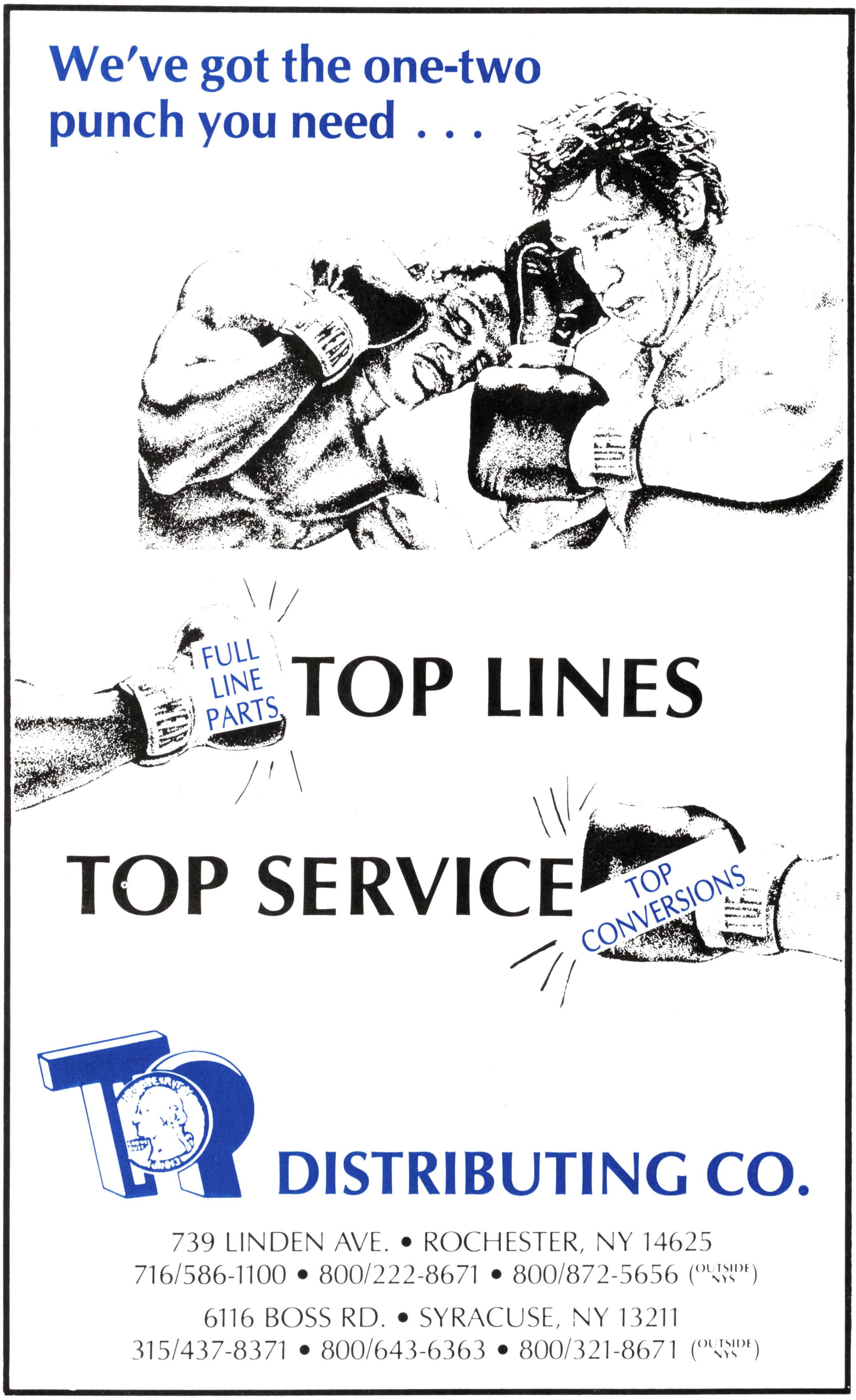
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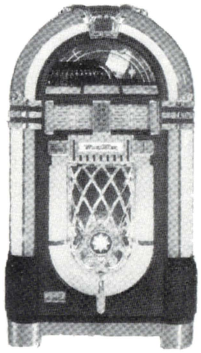

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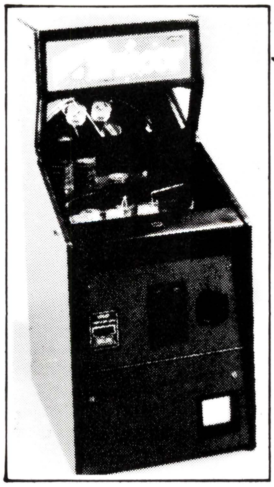

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- Dual coin mechanisms
- Sturdy plywood construction
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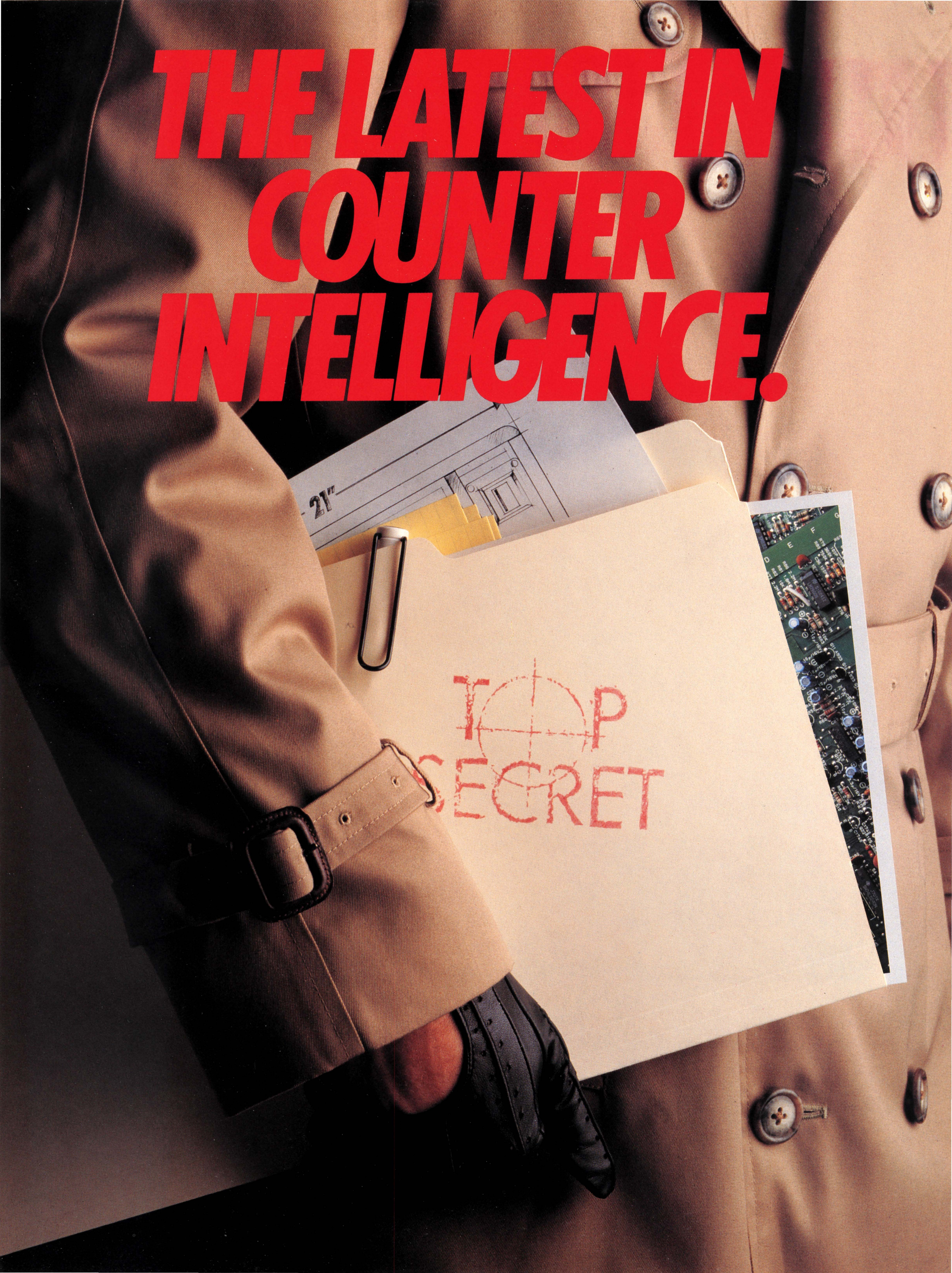
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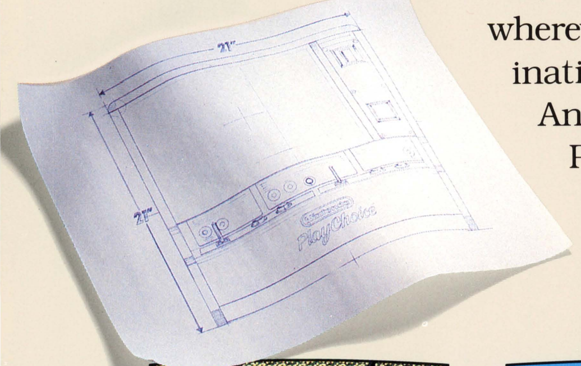
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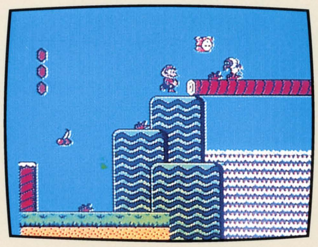
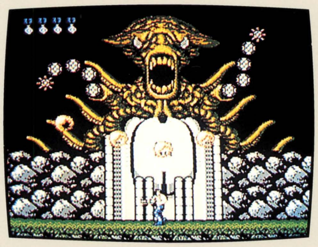
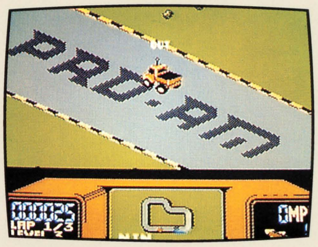
Double Dragon[1]



Super Mario Bros.2™



Contra[2]


PRO-AM
LAP 1/3

R.C. Pro-Am™[3]

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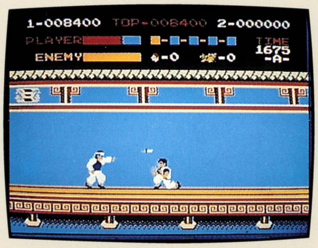
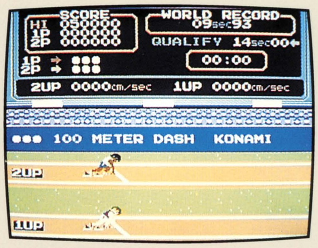

1-008400 TOP-008400 2-000000
PLAYER
ENEMY
TIME
1675

Kung Fu[5]

TIME
040
109 KM/H
PAUSE
SCORE
08383

Rad Racer™[6]


SCORE
WORLD RECORD
QUALIFY
00:00
2UP
1UP
100 METER DASH
KONAMI

Track & Field™[7]

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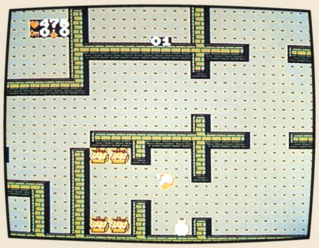
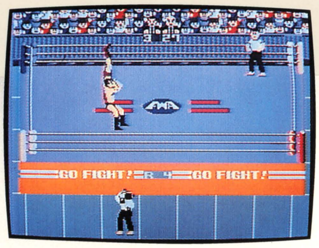
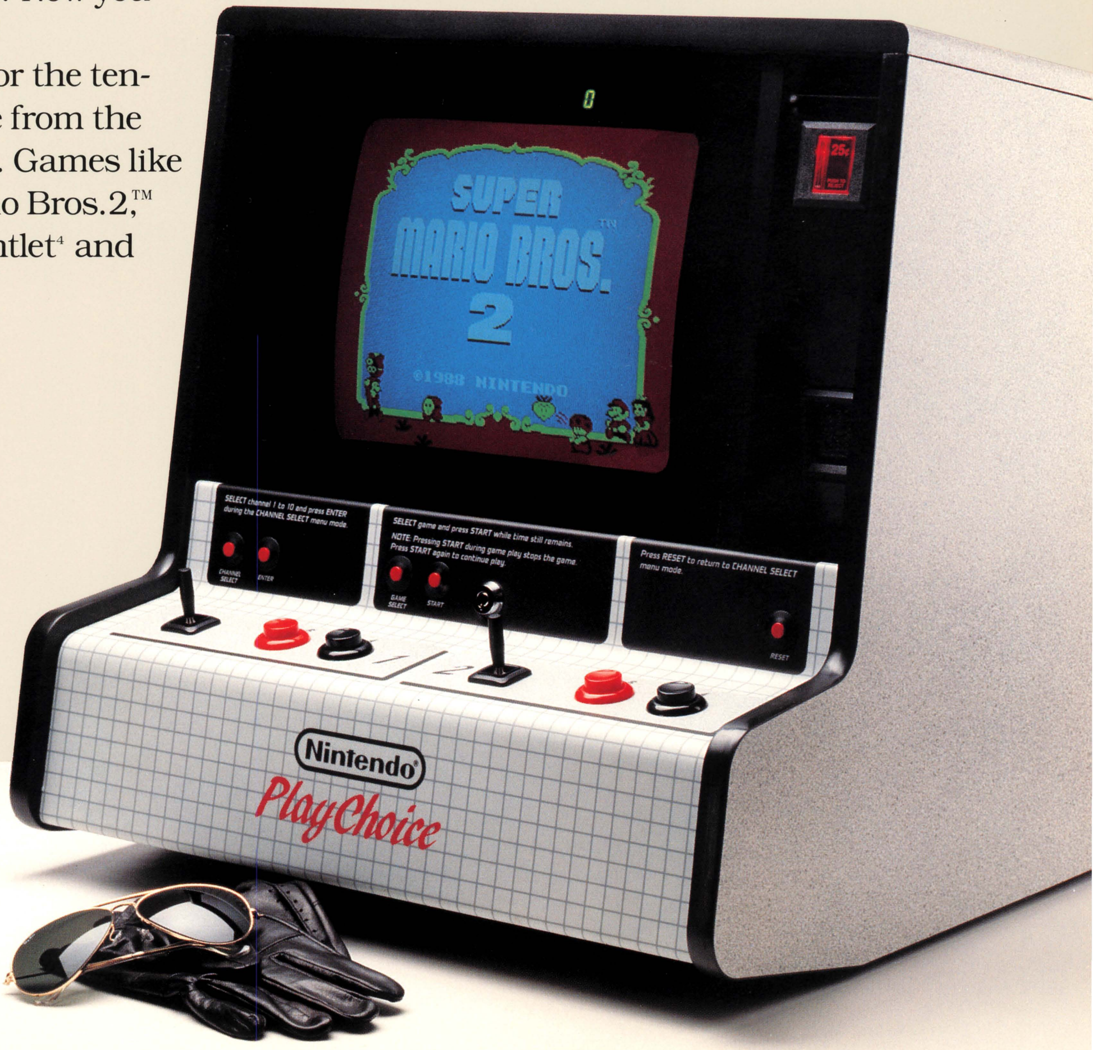


Gauntlet [4]


GO FIGHT!
GO FIGHT!

Pro Wrestling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SELECT channel 1 to 10 and press ENTER during the CHANNEL SELECT menu mode.
CHANNEL SELECT
ENTER
SELECT game and press START while time still remains.
NOTE: Pressing START during game play stops the game. Press START again to continue play.
GAME SELECT
START
Press RESET to return to CHANNEL SELECT menu mode.
RESET
1
2
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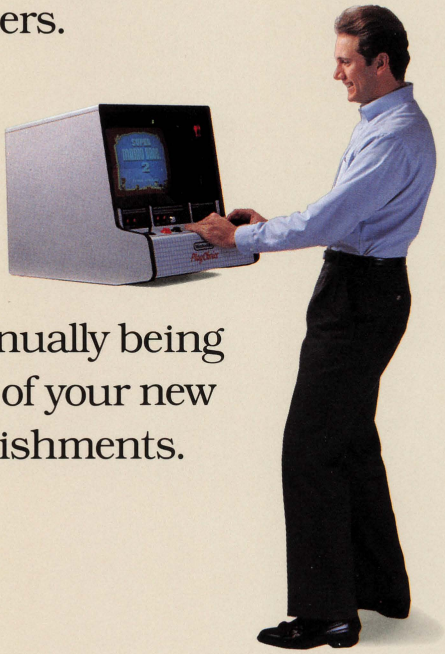

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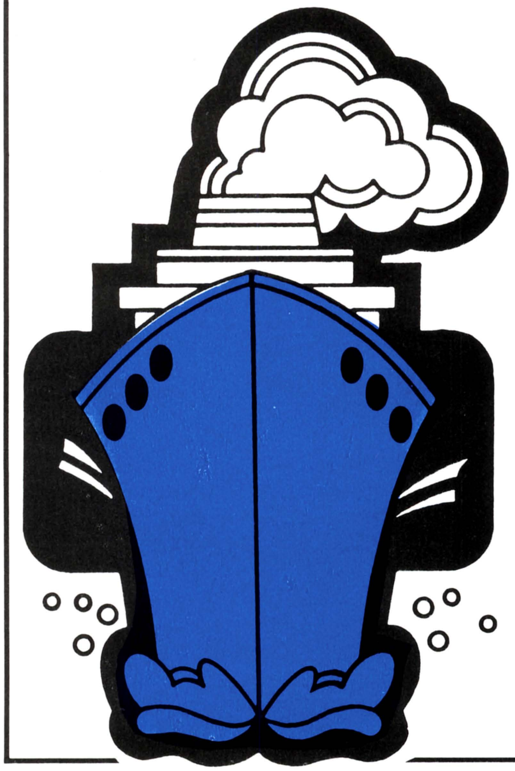

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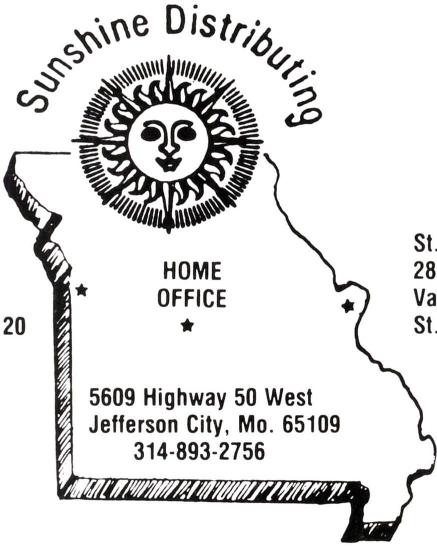

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Tecumseh, MI 49286
(517)423-7667
Product Line: polish cleaner for pinballs

NU-LOOK PRODUCTS, INC.

1340 Stirling Rd. #10B
Dania, FL 33004
(305)922-8877
Product Line: maintenance care products for the coin operated industry

SPRAYWAY, INC.

484 Vista Ave.
Addison, IL 60101
(312)628-0998
Telex: 287805
Fax: (312)543-7797
Product Line: maintenance chemicals

WILDCAT CHEMICAL CO.

3404 SW Loop 820
Fort Worth, TX 76133
(817)924-8321
Product Line: full line of amusement and vending chemicals. Featuring #125 playfield cleaner and polisher.

COMPUTERS/ HARDWARE & SOFTWARE

A TITLE STRIP PROGRAM COMPANY

P. O. Box 333
Riva, MD 21141
(301)268-6130
(800)950-JUKE
(301)261-8177 (questions only)
Partners: Mel Spindle and Steve Angell
Product Line: computer program to print title strips (blanks included); prints and stores thousands of different records, prints separate list of records, prints one record in unlimited quantities, prints separate list of records by location. IBM, RC, XT, At and most compatibles

ABSOLUTE COMPUTER SERVICES

14901 Quorum Dr.
Suite 465
Dallas, TX 75240
(214)788-2800
Systems Consultant: Satish Tiwari
Product Line: computer hardware and software route management systems for operators

ALLSTAR MUSIC, INC. (THE SILENT PARTNER)

3441 South Park
Springfield, IL 62704
(217)793-3350
Product Line: CPU software for

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Fax: (702)366-1647
President: Jim Takagi
Vice President: Peter Filiberti
Sales Manager: Lonnie Bailey
Service Manager: Stephen Gallegos
Product Line: research and development for manufacturers; custom route software

ARCADE MANAGEMENT SYSTEMS

1535 Degrasse Ave.
Norfolk, VA 23509
(804)627-4362
Product Line: software for route operations

AUTOMATION TECHNOLOGY RESEARCH

4790 Irvine Blvd.
#105-376
Irvine, CA 92720
(714)838-6607
Contact: Joan Grossman
Product Line: software for game management (Game-Trak) and software for pay telephone management

BRANDT, INC.

1750 Woodhaven Dr.
Bensalem, PA 19021
(215)638-3600
Product Line: coin and currency handling equipment; computerized vending route control management and accounting system

COIN-IT, CO.

4380 N.W. 72nd Ave.
Miami, FL 33166
(305)593-5111
Fax: (305)594-0617
President: Joel Hochberg
Engineer: Jerry Rogowski
Service: Frank Dichazi
Product Line: software developers, game designers, consumer and commerical

★COINDATA, INC.

107-D Dick Buchanan
Lavergne, TN 37086
(615)793-9142
(800)248-5487
Telex: 534623 YARBRC
Fax: (615)793-9177
President: Jon Yarbrough
Production Mgr:Victor Scpulveda
Sales/Shipping: Elizabeth Chapman
Technical Service: Ed Lollar
Product Line: video card games, conversion kits and personal computers

D. B. L. ELECTRONICS

P. O. Box 1672
Walterboro, SC 29488
(803)549-5868
Phone:(803)538-8632
Contact: David Gibson or
Bruce Davis
Product Line: SSC Prom programers; security devices for amusement machines

E-SOFT SYSTEMS

1276 Red Pine Circle
Baxter, MN 56401
(218)829-4743
Product Line: computer software (and hardware) for route management and league management

EFFECTIVE MANAGEMENT SYSTERMS

12000 W. Park Place
Milwaukee, WI 53224
(414)359-9800
(800)558-8727
Product Line: hardware and software route management

FLJ ELECTRONICS

557A Plainview Rd.
Plainview, NY 11803
(516)932-6557
President: Frank Hamilton
Product Line: PC board repair, computer repair & consultation

INTELLICALL, INC.

2155 Chenault
Suite 410
Carrollton, TX 75006
(214)416-0022
(800)451-4625
Fax: (214) 416-7213
Contact: Doug Harrington
Product Line: coin-op pay phones

ITC, A HANSON COMPANY

9201 Penn Ave. So.
Suite 1
Bloomington, MN 55431
(612)884-6604
(800)328-2866 (Out of MN WATS)
(800)352-2780 (MN WATS)
Managing Partner:
S. Raymond Hibarger
Sales & Mktg Manager: Kit Hanley
Software Engineer: Albert Tymeson
Product Line: makers of League and Route Accounting Software, computer hardware & peripherals, hardware & software sales & leases

MICROPROSE SOFTWARE

180 Lakefront Drive
HuntValley, MD 21030
(301)771-1151
President: Bill Stealey
Product Line: simulation software for games

MID-SOUTH COMPUTERS

1804 Hwy. 45 Bypass
Jackson, TN 38305
(901)668-1423
Contact: Jay Williams
Product Line: computer software for route management

NOVA PRO AMUSEMENTS, INC.

290 Heriot
Drummondville
Quebec J2B 1A7,
CANADA
(819)474-6763
(800)567-0948
Product Line: coin-operated poker PC board machine for amusement only; original and exclusive software programs; large data memory

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Product Line: route management systems

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(901)668-1423
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Samuel D. Martin
Product Line: computer software

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655 Sky Way,
Suite 207
San Carlos, CA
(415)595-4992
Phone: (415) 592-2927
Contact: John Potenza
Product Line: Easy! Route I and II

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12545 W. Burleigh
Brookfield, WI 53005
(414)782-5130
Fax: (414)782-8359
Product Line: advanced maintence management system software package

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Norfolk, VA 23509
(804)627-4362
Product Line: arcade design, setup, and computer support; video and pinball repair

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624 Douglas Ave.
Suite 1412
Altamonte Springs, FL 32714
(407)774-9636
(800)843-0437
Telex: 9102400918
Fax: (407)682-7860
(800)237-0796 (outside FL)
President: Stephen Perry
Exec Vice President: John Stancil
VP Marketing: William Medvetz
Office Manager: Linda Wacker
Product Line: PC design and manufacture, custom software and novelty games

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925 A.E.C. Dr.
Wood Dale, IL 60191
(312)350-8800
Telex: 206424 SUNCORP
Fax: (312)350-8815
President: Joseph Robbins
Vice President: Richard Robbins
Director of Customer Services:
Alfred Artus
Dir. of Operations: Wendy Atherton
Vice President/Comsumer Products:
Robert Bernstein
Product Line: video games in dedicated and conversion kit form; licensors of video game software; consumer software; importers & exporters; Nintendo consumer software

TOP-NOTCH SERVICES

P. O. Box 595
Santa Cruz, CA 95061
(408)425-1425
General Manager: Walter Blumoff
Product Line: repair service and training; computer hardware, software and service; consulting on maintenance, operations and problem solving

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(800)431-1912
Fax: (914)967-9311
Product Line: computerized placement payment system for cigarette vendors

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Montgomery, AL 36104
(205)834-2324
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(712)322-1111
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Product Line: hydraulic liftgate for back of pickups and 1 ton trucks

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35 Brown Ave.
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(201)376-7550
(800)631-7351
Product Line: loading equipment, hand trucks, dollies, and padded covers.

GEM TOP

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Clackamas, OR 97015
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(800)547-9706
Product Line: tops for pickup truck

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Product Line: walk ramps, dollies, hand trucks, and padded covers

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(800)558-7260 (outside WI)
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Clemmons, NC 27012
(919)766-7393
Product Line: E-Z Leveler and E-Z Mover pool table dolly

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7373 E Doubletree Branch Rd, #120
Scottsdale, AZ 85258
President: James R. Blandford

Product Line: hydraulic lift gate for trucks

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17 Tillman Avenue
San Jose, CA 95126
(408)287-9400
Fax: (408)297-1199
Telex: 171596AAACOMSUVL
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Sales Manager: Charae Hemphill
Product Line: manufacture stair climbing poser hand truck that enables one person to move coin operated machines on and off trucks and up and down stairs with minimal effort; 1,500 pount load capacity; battery powered; one year full guarantee

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P. O. Box 8
Bus Brown Drive
Woodbine, IA 51579
(712)647-2050
Fax: (712)647-2417
President: James R. Blandford
Product Line: manufacture ''Tommy Gates'' — tailgates for trucks — hydraulics

LOCKS & SECURITY

A-1 PRODUCTS

Rt 1 Box 654-A
Highway 101
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(919)728-5311
President: Stanley W. Pearson
Product Line: security bars, padlocks, ashtrays, cup and dart holders, chalk-up boards, wood signs, etc.

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(214)358-4762
Fax: (214)353-0273
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(312)534-2000
Fax: (312)534-0531
Product Line: pop-out locks, padlocks & hasps, tubular cylinder camlocks

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(206)625-9233
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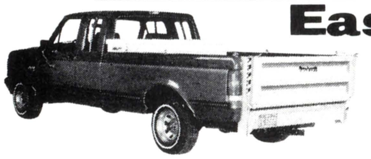

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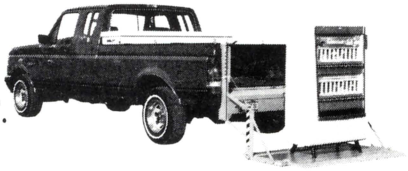

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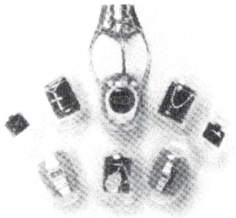
MANUFACTURED BY: EAGLE LIFT
2401 West Broadway, Council Bluffs, IA 51501



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(714)534-0311
Fax: (714)534-1554
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Chicago, IL 60641
(312)282-7177
Product Line: Ace locks, handle locks, cylinder locks, padlocks, change combination locks

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Van Nuys, CA 91406
(818)782-5454
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P. O. Box 1672
Walterboro, SC 29488
(803)549-5868
Phone:(803)538-8632
Contact: David Gibson or Bruce Davis
Product Line: SSC Prom programers; security devices for amusement machines

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P. O. Box 939
Florence, MS 39073
(601)845-7501
President: Tom Dudley
Product Line: new and refurbished kiddie rides and security coin box

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Dresher, PA 19025
(215)628-0860
(800)523-1510
Fax: (215)643-4623
(800)328-1320 (Canada)
Product Line: coin slides, money boxes and locks

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3000 N. River Road
River Grove, IL 60171
(312)456-1100
Fax: (312)456-9476
Product Line: T-handle locks, padlocks, switch locks & camlocks

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1340 Metropolitan Av
Brooklyn, NY 11237
(718)821-9000
(800)221-0982
Telex: 1-2281
Fax: (718)417-7412
Product Line: locks, tubular locks, and key-type locks

HONOR GARD OF ILLINOIS, INC.
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Skokie, IL 60077
(321)676-0800
Product Line: security coin collection bags

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301 W. Hintz Road
Wheeling, IL 60090
(312)537-1800
Telex: 910-651-0221
Fax: (312)537-1881
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Milwaukee, WI 53210
(414)444-2800
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MEDECO SECURITY LOCKS
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Salem, VA 24153
(703)380-5000
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Mauldin, SC 29662
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Fax: (803)297-9987
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Chicago, IL 60605
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(800)621-4418
Product Line: padlock, camlocks, popout locks, hasps

R & S DISTRIBUTORS
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Simi Valley, CA 93063
(805)522-2452
Contact: Ron Romero
Product Line: security bars

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87 Rockaway Ave.
Valley Stream, NY 11580
(516)825-6216
Product Line: coin bags; locks and hardware

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W. Caldwell, NJ 07006
(201)575-0040
Product Line: mini safes, truck safes, cash boxes

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Los Angeles, CA 90009
(213)479-5655
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Hoffman Estates, IL 60195
(312)794-1444
Product Line: high security locks

VAN LOCK COMPANY, INC.

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Cincinnati, OH 45244
(513)561-9692
Telex: 205 039
Fax: (513)561-0314
Product Line: high security camlocks, plug locks, padlocks and switch locks

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Edison, NJ 08817
(201)287-4990
Contact: Frank ''The Crank'' Seninsky
Product Line: complete game consulting service; contracts, proposals, buy/sell routes, slash overhead

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Box 1447
Lombard, IL 60148
(312)629-0034
Owner: Brian Kissane
Senior Technician: Steve Kolowski
Product Line: parts and repair for Game Plan games; printed circuit board repairs and pinball restorations; operations and gameroom managment consultants

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(408)432-8333
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Ft. Laurderdale, FL 33309
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(800)843-4044
Fax: (305)491-8339
Marketing Director: David Crane
Product Line: validation, billing and collection firm

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Miami, FL 33166
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Fax: (305)594-0617
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Engineer: Jerry Rogowski
Service: Frank Dichazi
Product Line: software developers, game designers, consumer and commerical

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660 White Plains Rd.
Tarrytown, NY 10591
(914)332-5200
Fax: (914) 332-5660
Product Line: equipment financing

DISPLAYS, INC.

31 Industrial Pk Rd
Lewistown, PA 17044
(717)242-2541
Fax: (717)248-8680
President: K. C. Kennedy
Product Line: electronic displays

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(305)625-2903
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Secretary/Treasurer: Dorothy McGee
Computer Editor: Ted Bush
Product Line: DRA Price Guide for the Coin Machine Industry

DYNAMO CORPORATION

2525 Handley-Ederville Road
Richland Hills, TX 76118
(817)589-7699
(800)527-6054
Fax: (817)284-7606
Contact: Mark Struhs
Product Line: table soccer, air hockey, and pool tournaments and promotions

FLOWER CITY DISTRIBUTING

389 Webster Ave.
Rochester, NY 14609
(716)654-8020
President: Charlene Kazlauckas
Technician: Elwood Jansen
Technician: Mike Montoya
Product Line: equipment jobber

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5400 W. Cullom
Chicago, IL 60641
(312)685-5788
Contact: Carl Schmidt
Product Line: marketing

HORIZON DISTRIBUTORS

55 Hudson Avenue
Freeport, NY 11520
(516)379-4719
(800)333-1737
Fax: (516)379-5220
President: William Wolfe

Representing: electronic game manufacturers, impulse machine manufacturers, videos, vending, provide locations

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(312)944-0720
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3120 Swiss Ave.
Dallas, TX 75204
(214)823-6330
Fax: (214)827-0495
Owner: Bob Minick
Product Line: design, development and managment for leisure industries

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55 Fadem Rd.
Springfield, NJ 07081
(201)467-9700
Telex: 421810
Contact: Richard Sarkisian or Bruce Kawut
Product Line: amusement center design, equipping, operations and management for malls, parks, etc.

MUGGINS INTERNATIONAL/KRELL DEVELOPMENT

5N 373 Andrene
Itasca, IL 60143
(312)773-0164
Managing Partners: Keith Egging and Chet Robards
Creative Development Manager: Jacek A. Menel
Product Line: game development and design

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P. O. Box 112
Cascade, CO 80809
(719)687-6208
Product Line: remote-controlled promotional robots for arcades and pre programmed animated characters

ROCKLIN ASSOCIATES

6520 Selma Ave
Suite 440
Los Angeles, CA 90028
(213)259-3585
Owner: Wayne Combs
Product Line: mailing labels for amusment operators, amusement places, vending operators, OCS operators

SALLY INDUSTRIES, INC.

803 Price St.
Jacksonville, FL 32204
(904)353-5051
Fax: (904)353-4489
Product Line: large animated characters and other special effects

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20264 E. Carrey Rd.
Walnut, CA 91789
(714)595-1237
Fax: (714)594-3279
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SORJANA ENTERPRISES, INC.

10700 Jersey Blvd.
Suite 105
Rancho Cucamonga, CA 91730
(714)899-1238
Contacts: Steve Harris and Jeff Peters
Product Line: specializing in video game promotions and consultations; publishers of Electronic Gamer monthly magazine and other consumer periodicals

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1535 Degrasse Ave.
Norfolk, VA 23509
(804)627-4362
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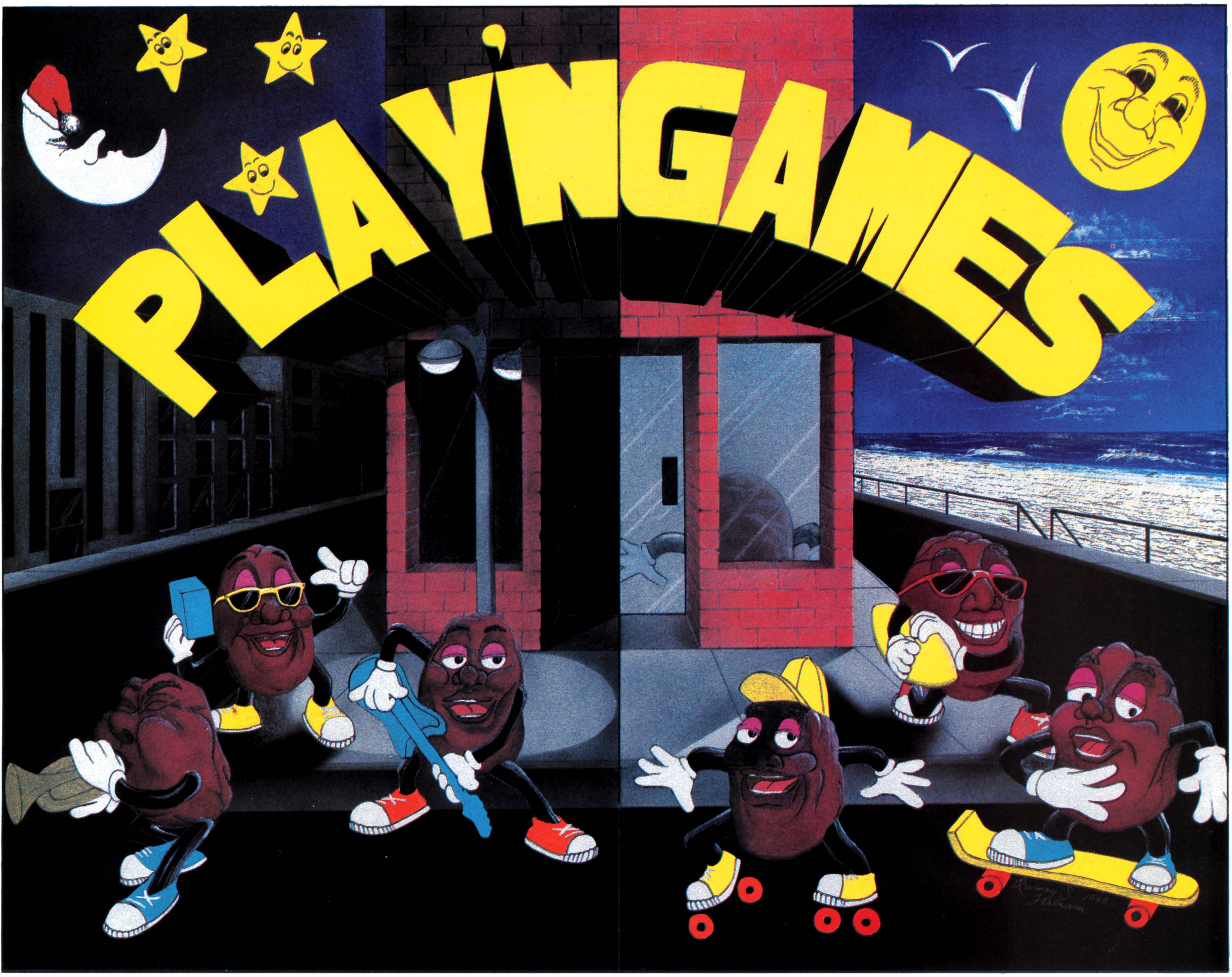

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(603)625-4050
National Sales Manager: Nate Cyr
Product Line Manager: Garth Olson
Product Line: PTSS-1000 system monitors, routes & processes calls made from credit card phones, SDS-1000

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P. O. Box 595
Santa Cruz, CA 95061
(408)425-1425
General Manager: Walter Blumoff
Product Line: repair service and training; computer hardware, software and service; consulting on maintenance, operations and problem solving

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19808 Schoolcraft
Detroit, MI 48223
(313)838-5200
Fax: (313)838-9120
General Manager: Jeff Neumann
Promotions Director: Terry Housler
Product Line: dart, pool, and foosball promotions

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Lombard, IL 60148
(312)629-6500
Telex: 210227 MEMORY
Fax: (312)629-6699
Product Line: consultants to coin-op and consumer market developers

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3009 Green Street
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(305)923-5815
(800)228-0925
Fax: (305)923-5894
Officer: Gary W. Canetti
Product Line: cranes, plush, pre-packs, poker games, trivia games

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Alan L. Deutschmann
519B Rudder Rd.
St. Louis, MO 63026
(314)349-5050
(800)77P-LUSH
President: Alan L. Deutschmann
Product Line: equipment jobber, supplies, plush, and pre packs

ACCESSORIES UNLIMITED, INC.

922 Waukegan Road
Glenview, IL 60025
(312)724-2900
Product Line: crane and rotary supplies and jewelry

ACE NOVELTY CO.

3815 S. Ashland
Chicago, IL 60609
(312)847-2600
(800)621-1570
Product Line: crane and rotary merchandise; stuffed toys for redemption and premiums

ACE NOVELTY CO., INC.

13434 N. E. 16th St.
Bellevue, WA 98005
(206)644-1820
(800)426-0076
Fax: (206)641-4936
(604)299-7511 (Canada)
(800)421-4226 (Los Angeles)
(800)621-1570 (Chicago)
Product Line: crane and rotary merchandise

★ ACE NOVELTY CO. INC.

1855 Industrial St.
Los Angeles, CA 90021
(213)626-0500
(800)421-4226
Fax: (213)625-0743
(800)621-1570 (Chicago)
(800)426-0076 (Seattle)
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4100 Forest Pk Blvd
St. Louis, MO 63108
(314)531-8880
(800)325-7888
Fax:(314)531-2106
Product Line: crane and rotary merchandise

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Toms River, NJ 08753
(201)341-5200
(800)222-0491
Product Line: stuffed toys for skill crane and amusement industry, pre mixes and bulk sales

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1422 S. Southeast
Loop 323
Tyler, TX 75701
(214)593-8208
Representing: Hollywood
Product Line: crane and rotary merchandise

★ BONITA MARIE CO.

1555 Rt. 37 West,
Suite 6
Toms River, NJ 08753
(201)349-1994
Product Line: manufacture jewelry and crane capsule; other crane and rotary merchandise also available

★ BRADY NOVELTY

P. O. Box 19269
Charlotte, NC 28219
(704)357-6284
(800)451-8697
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DAN BRECHNER & CO.

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Floral Park, NY 11001
(516)437-8400
(800)645-8142
President: Milton Brechner
Product Line: merchandise for cranes, rotaries and redemption equipment

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(215)277-1966
(800)523-1197
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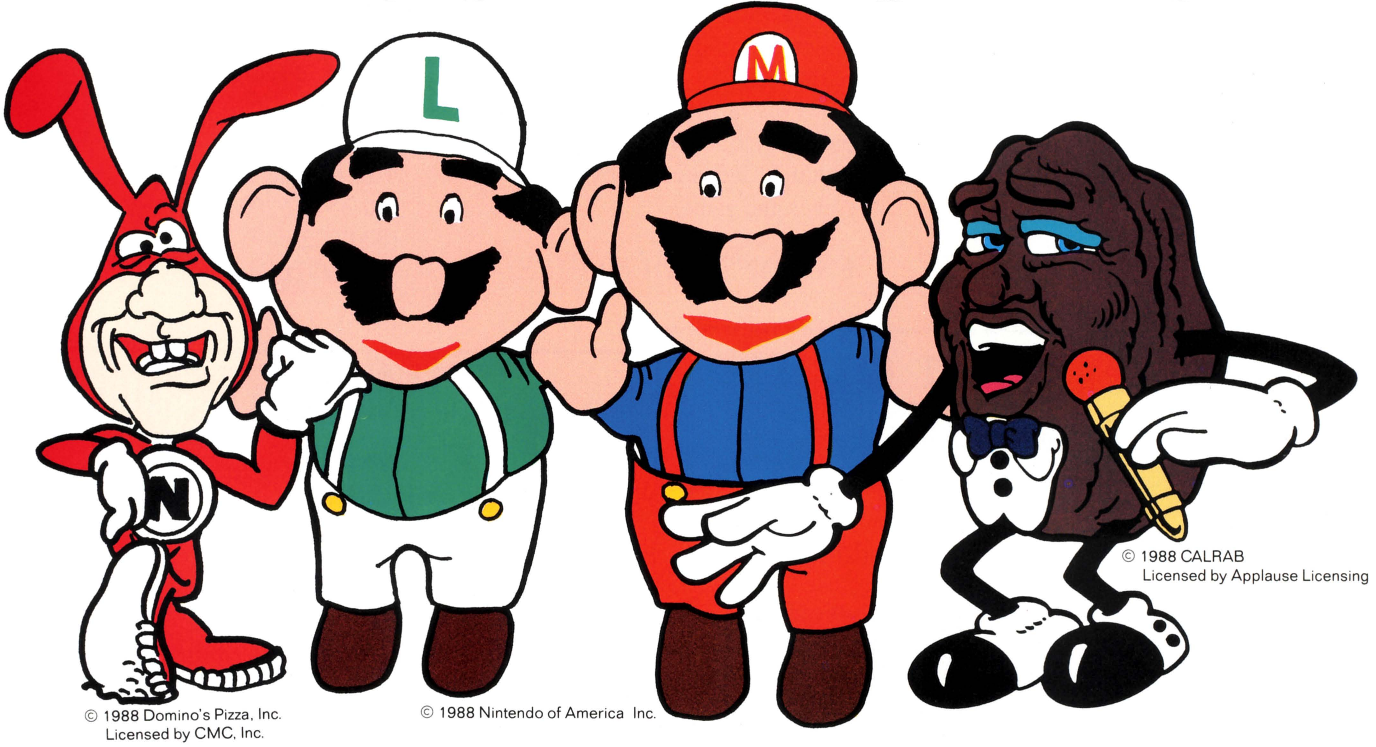

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(713)695-4220
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(215)866-2001
(800)527-6685
Fax: (215)866-8312
Sales Manager: Mike Roberts
Product Line: gag gifts for cranes and practical jokes

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3515 McCray's Mill Rd
Sumter, SC 29154
(803)494-3333
Contact: Sandi Davis
Product Line: nylon carrying bags for plush toys

ETONE
112 Bay Street
Jersey City, NJ 07302
(201)656-0480
Telex: 229837 ETONUR
Fax: (201)656-0783
Product Line: stuffed toys for cranes and games

FAMOUS INDUSTRIES, INC.
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Building 32
Glendale, NY 11385
(718)417-0252
Contact: Carolyn or Nick
Product Line: plush toys and novelty items

FREY & FREY ENTERPRISES, LTD
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Middle Island, NY 11953
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President: John Frey
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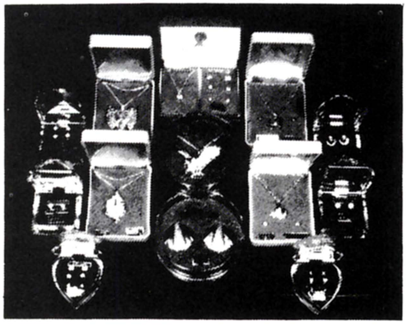

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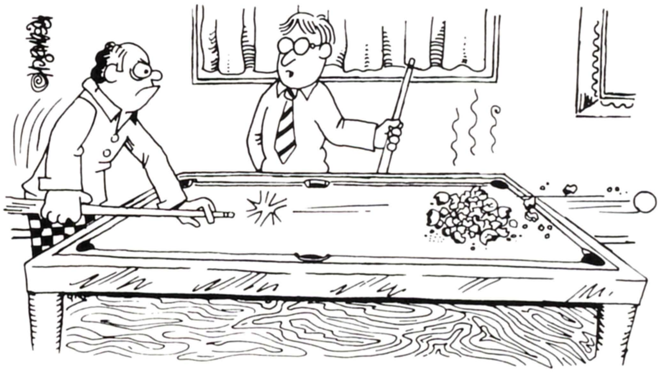

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Fax: (213)822-0564
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Contact: Joy Glassberg
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Telex: 237329 MARVL UR
Fax: (212)243-6401
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Ewa Beach, HI 96707
(808)682-2821
(800)537-BEAR
Telex: 7430302 FUNCO
Fax: 808 6824016
Sales Manager: William Fremoire
Product Line: crane and rotary merchandise

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(800)234-4697
Telex: 426429 NADSON
Fax: (212)505-7160
Product Line: crane and rotary merchandise

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(800)626-2947
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Manager: Joe Farley
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(800)451-2689
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(800)426-6665
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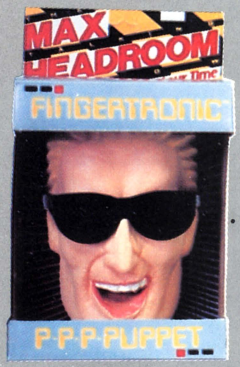
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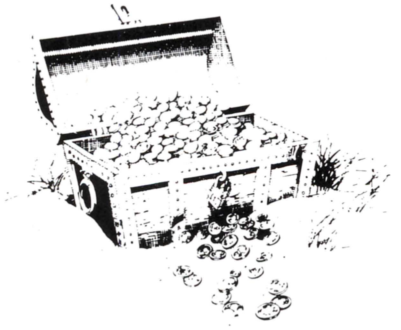

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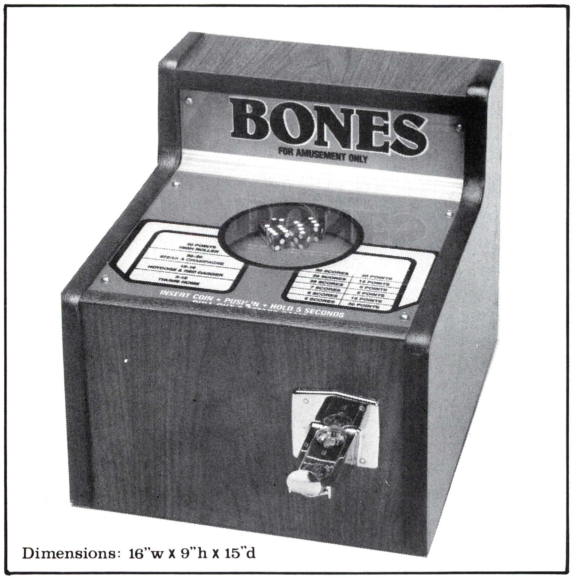

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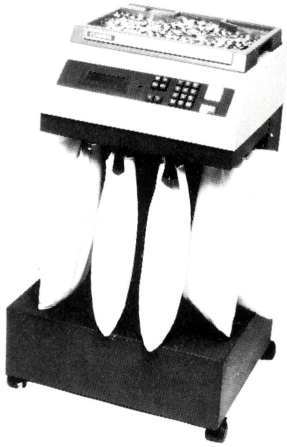

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Telex: K32288 YC PARK
Fax: (02)243-0649
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THANK YOU FOR MAKING WICO JOYSTICKS #1

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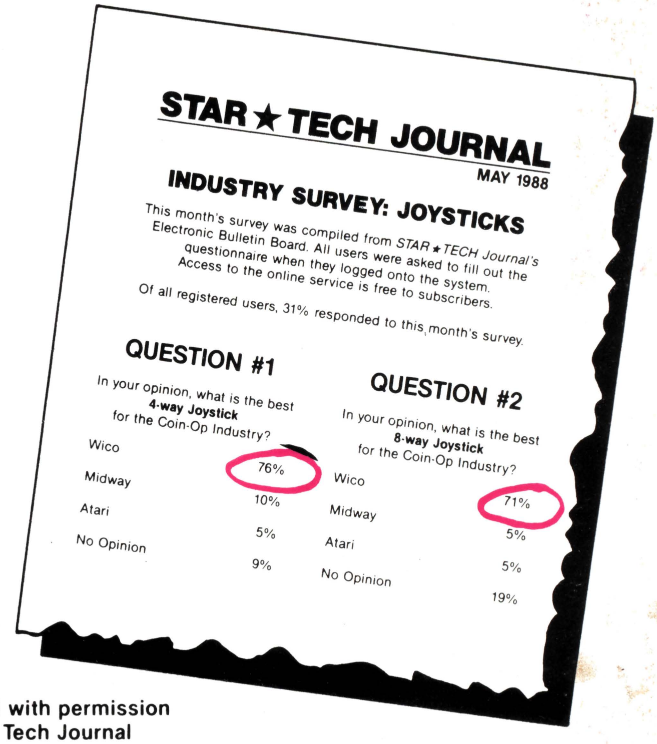

STAR★TECH JOURNAL

MAY 1988

INDUSTRY SURVEY: JOYSTICKS

This month's survey was compiled from *STAR★TECH Journal's* Electronic Bulletin Board. All users were asked to fill out the questionnaire when they logged onto the system. Access to the online service is free to subscribers.

Of all registered users, 31% responded to this month's survey.

QUESTION #1

In your opinion, what is the best **4-way Joystick** for the Coin-Op Industry?

Wico	76%
Midway	10%
Atari	5%
No Opinion	9%

QUESTION #2

In your opinion, what is the best **8-way Joystick** for the Coin-Op Industry?

Wico	71%
Midway	5%
Atari	5%
No Opinion	19%

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P.O. Box 1065,
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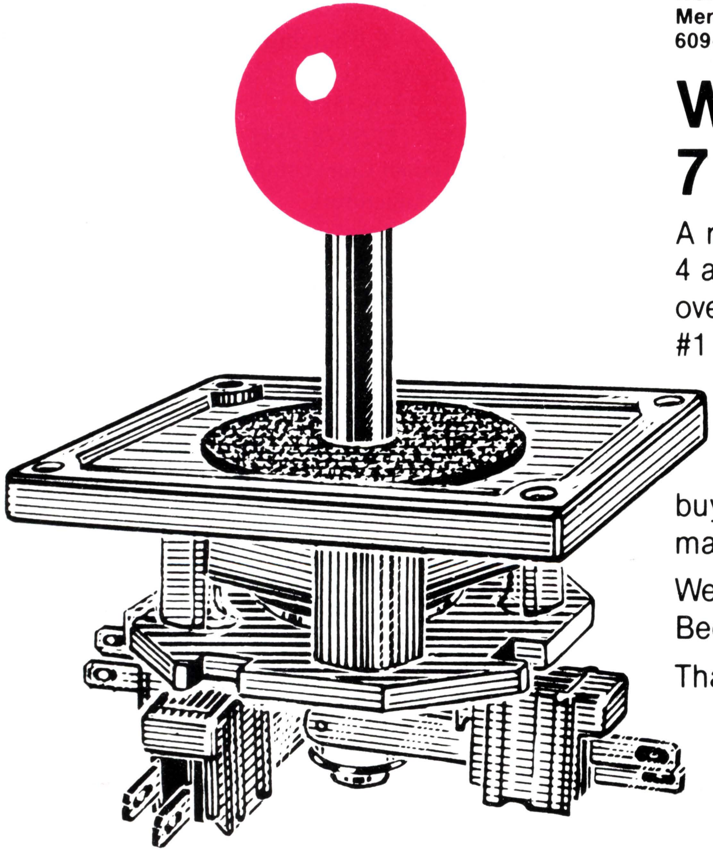

WICO Joysticks preferred 7 to 1 and 14 to 1.

A recent Star Tech Journal Survey showed that WICO 4 and 8-way Joysticks are preferred 7 to 1 and 14 to 1 over our closest competitor. We're proud to be ranked #1 by our toughest critic — you, the operator.

You can be assured that we'll continue to meet your demanding standards — high quality, durability, and serviceability. And you can be sure that you're buying a quality dedicated game or kit when the manufacturer uses a WICO Joystick.

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General Manager: Gene Brewer
Product Line: parts and repair

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Vice President: Betty Lowicki
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FAX: 886-2-397-1968
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Telex: 534623 YARBRC
Fax: (615)793-9177
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Production Mgr:Victor Scpulveda
Sales/Shipping: Elizabeth Chapman
Technical Service: Ed Lollar
Product Line: video card games, conversion kits and personal computers

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Fax:(312)775-5968
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Product Line: makers of counters, hour meters and adapters

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Contact: Daniel, E.K., or
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ENGLAND
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Contact: Ian Jameson or
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Product Line: PC boards

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(413)525-1314
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Fax: (614)258-2940
(800)848-0110 (outside Ohio)
(800)848-1514 (inside Ohio)
Contact: Bob Rothman
Sales Manager: Susan Titter
Service Manager: Glendon Miller
Representing: Capcom, Jaleco, Grayhound, Nichibutsu, Sun, Tecmo; conversion kits, specialty items, new and used video games

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1263 W. 132nd St.
Gardena, CA 90247
(213)327-0562
Fax: (213)327-3816
President: Torben Gramstrup
Product Line: coin-op pool tables in both modern and antique styling; commercial tables plus a full line of home tables and accessories

GOLDEN STATE DARTS & GAMES DIST.

19441 Business Center Dr.#111
Northridge, CA 91324
(818)341-3278
Sales Manager: Jerry Indik
Parts/Service Manager: Ken Way
Credit/Finance: Howard Sobel
Representing: Merit; Dart Mart International soft-tipped darts

GREAT AMUSEMENT MACHINE EMPIRE

Rt. 1, Box 212
Sparta, TN 38583
(800)251-3032
Telex: 9102500525
Fax: (615)738-3032
Owner: Marvin Rose
Product Line: distributor for Happ Controls, Coin Mechanisms; new and used coin machine parts

GREAT GATSBY'S AUCTION GALLERY

5070 Peachtree Industrial Blvd.
Chamblee, GA 30341
(404)457-1913
Contact: Ted
Product Line: pub/bar decor, mirrors, signs, jukeboxes, carved pool tables

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339 W. Lincoln Ave.
Milwaukee, WI 53207
(414)643-4895
Product Line: soft tip darts, flights, shafts, dart wallets and accessories

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Springfield, OR 97477
(503)726-1813
Contact: Tim Beckett
Product Line: power supplies

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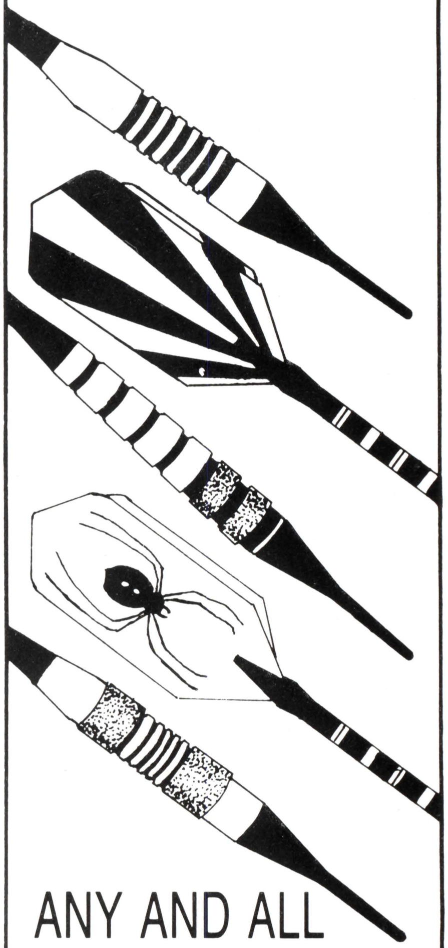
Ithaca, NY 14852
(607)257-3333
(607)257-3334
Owner: Edward A. Hanna
Office Manager: Ellen E. Hanna
Sales Manager: Edward A. Hanna



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TELEX: 297249 CONTROLS UR
FAX: (312) 593-6137

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Service Manager: Jeffrey Bushnell
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Telex: 297249 CONTROLS
Fax: (312)593-6137
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General Manager: Faith Savoia
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Operations Manager: Paul Cardea
East Coast Sales Manager:
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Sales: Linda Cosides, Kevin Cardea, Bob Lapinski, and Steve Russel
Export Manager: Joe Migueles
Product Line: Premier soccer table; billiard and coin machine parts

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(800)423-2753
Fax: (818) 962-1311
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Sales: Frank Himelstein and Yvonne Ramos
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(800)255-6386
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Fax: (914)668-8735
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Vice President: Janet Shimel
Manager: John Nusser
Product Line: video game joysticks and power supplies, billiards, parts and supplies for coin operated amusement machines

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Telex: 176043
(415)592-8121(customer service)
Product Line: electronic parts and supplies

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(818)993-1393
Fax: (818)993-6009
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Purchasing Manager: Zubair Tahir
Product Line: suppliers of IC's, diodes, transistors, fans, LED's, etc.

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Vendress: Sharon Johnston
Product Line: parallel PCB's and kits

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31119 Greenfield Rd.
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(313)642-2521
(800)532-7466
Fax: (313)642-1345
President: Karl A. Weiss
Vice President: Joseph A. Lane, Jr.
Product Line: refurbished Western Electric coin phones and associated parts

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Vista, CA 92083
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Fax: (619)941-1770
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Fax: (213)453-8624
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Vice Pres. Sales: Norman Althoff
Sales Manager: John O'Connor
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(617)938-8950
Telex: 510 600 4502
Fax: 617 933 8161
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General Manager: Jim Bearenth
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Fax: (414)251-9290
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(800)346-3379
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(800)622-3221
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Secr/Treasurer: Melford Wassmann
Sales Manager: William Miller
Product Line: MFC, billiard cues, 1 and 2 piece cues

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(619)579-6664
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Vice President: Cynthia Jackson
Secretary: Donna Minarain
Manager: Joe Farley
Service Manager: Tarek Rizkalla
Operations: Toni Edrozo
Product Line: plush supplies; parts and supplies to machines

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(800)255-5574
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(800)523-8934
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Representing: billiard, video and pinball parts & supplies; tournament Soccer tables

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Product Line: Selectra-4 games in one conversion system

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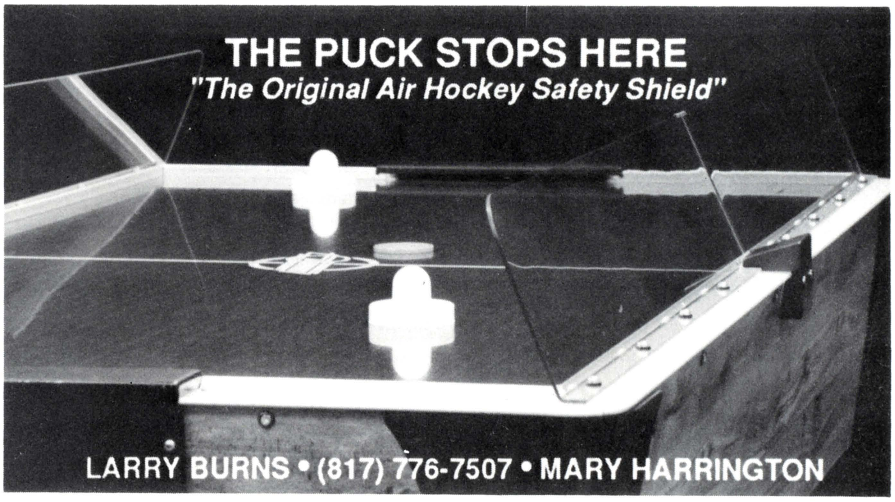

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Senior VP: T. J. Williams
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(800)452-9567
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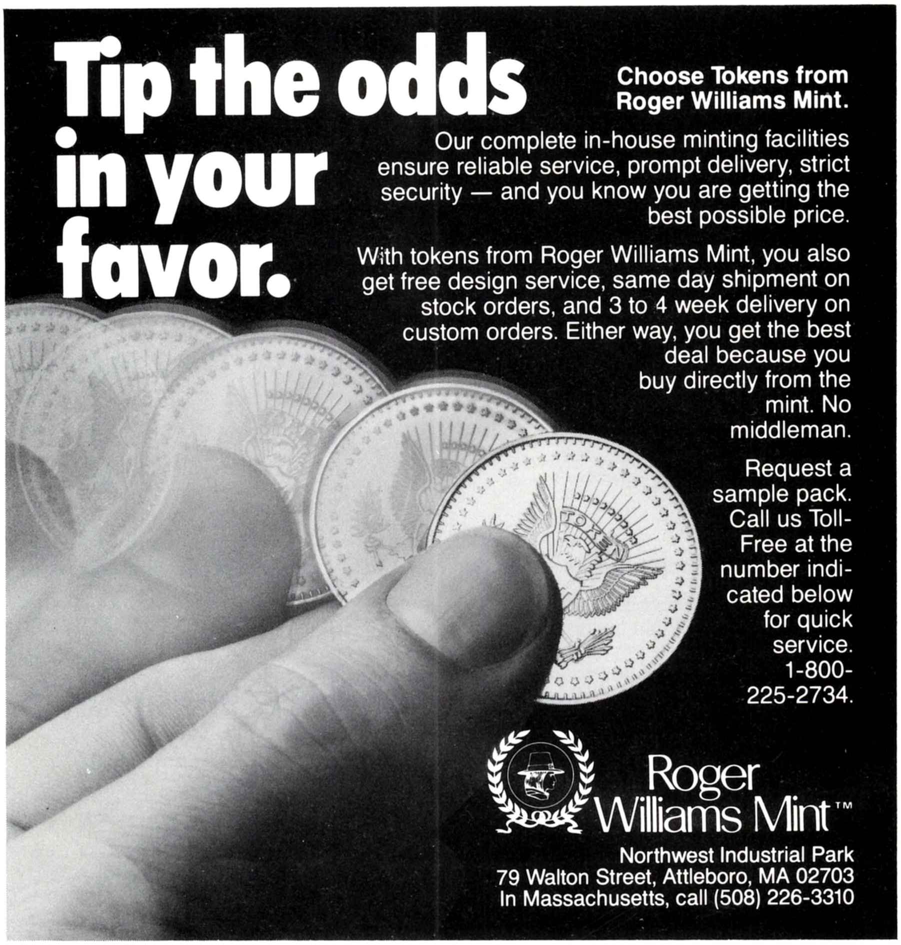
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Sales Manager: Edward Fedorchak
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Product Line Manager: Garth Olson
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(800)426-0193
Fax: (206)775-7941
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(800)544-0059
Fax: (419)471-0672
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Bowman, ND 58623
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Sales Manager: Larry Lozensky
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(312)733-7878
Product Line: billiard chalk and chalk holders and cue tips

TWO-BIT SCORE

11600 Manchaca Rd.
Suite 305
Austin, TX 78748
(512)282-9369
Product Line: parts for electronic pinballs; headglasses, MPU boards, game ROM chips, pinball board repair; software updates, speedups for Ms PacMan, Galaga, etc.; original software such as VS. Skate Kid Bros.

UBI, Inc.

51 Progress St.
P. O. Box 37
Union, NJ 07083
(201)686-7030
(800)526-0080
Fax: (201)686-1518
Chairman: J. Roy Morris
Plant General Manager: Alex Macino
Senior Engineer: Bob Carr
Project Manager: Bob Chapman
Parts Manager: Rose Keifrider
Product Line: coin operated pool tables, home pool tables, coin operated amusement games, coin operated game cabinet design and manufacturing and assembly

VICCO ELECTRONICS, CO.

P. O. Box 1019
Cathedral City, CA 92234
(619)321-7003
Product Line: video game control panel labels

VIDEO AMERICANO (Toys & Tools for Us, Inc.)

J-10 A, Marginal
Los Angeles
Carolina, PR 00630
Puerto Rico
(809)791-6626
Owner/Sales: Leon Telvi
Co-Owner/Technician: Rubin Reyes
Service: Jose Villalobos
Representing: American Lock, Capcom, Coin Control, Coin Marketing, Coin Merchanisms, Konami, Master-Lock, Nintendo; crane and rotary supplies; parts

VIDEO DOCTORS

1241 Bellevue St.
Green Bay, WI 54302
(414)468-0167
Fax: (414)468-0275
President: Michael Reetz
Vice President: Butch Bartlett
Parts Manager: Gregg Marweg
Service Manager: ''The Horse Brain''
Representing: Grayhound, Kramer, Master's Choice dart supplies, Merit, Mitek audio, Rock-Ola music; repair of all types of coin-op equipment

VIKING CUE MFG., INC.

2710 Syene Raod
Madison, WI 53713
(608)271-5155
Fax: (608)271-5157
Product Line: manufacturer of cues and cases; repair of cues

WARREN OF STAFFORD
99 Furnace Avenue
Stafford Springs, CT 06076
(203)684-2766
(800)456-9665
Fax: (203)684-7500
President: Joseph H. Anderer
Sales Manager: Don D. Canfield, Jr.
Product Line: billiard cloth

WELLS-GARDNER ELECTRONICS
2701 N. Kildare Ave.
Chicago, IL 60639
(312)252-8220
Telex: 25-3286
Fax: (312)252-8072
VP/Sales: Larry Brady
Product Line: major monitor manufacturer; CRT displays and touch screens, and switching power supplies

WEST COAST BILLIARD SUPPLY
1696 W. Washington
Los Angeles, CA 90007
(213)737-6446
Fax: (213)737-1328
Product Line: custom 2 piece cue sticks, dart supplies, basketballs

★ WICO DISTRIBUTION CORP.
6400 W. Gross Point
Niles, IL 60648
(312)647-7500
(800)323-0765
Telex: 28-9413
Fax: (312)647-8526
(800)246-WICO (in IL)
(800)367-9426 (in Canda)
Product Line: parts, supplies, and accessories for the coin-op industry

★ WICO DISTRIBUTION CORP.
5584 E. Imperial Hwy
South Gate, CA 90280
(213)923-0381
(800)421-9731
(800)352-4151 (in CA)
Product line: complete line of parts, supplies, and accessories for the coin-op industry

WICO DISTRIBUTION CORP.
10514 King William Drive
Dallas, TX 75220
(214)556-0356
(800)527-9970
(800)442-7901 (in TX)
Product Line: complete line of parts, supplies, and accessories for the coin-op industry

★ WICO DISTRIBUTION CORP.
2901 S. Highland Dr.
Bldg. 13, Space B
Las Vegas, NV 89109
(702)737-7508
(800)248-9426
(800)248-WICO (in NV)
Product Line: complete line of parts, supplies, and accessories for the coin-op industry

★ WICO DISTRIBUTION CORP.
26 Madison Rd.
Fairfield, NJ 07006
(201)575-0515
(800)526-2536
Product Line: complete line of parts, supplies, and accessories for the coin-op industry

★ WICO DISTRIBUTION CORP.
6685 Jimmy Carter Blvd.
Norcross, GA 30071
(800)241-5974
Toll Free:(800)332-9426 (in GA)
Product Line: complete line of parts, supplies, and accessories for the coin-op industry

WILLIS ENTERPRISES
365 Phelan Ave.
San Jose, CA 95112
(408)286-8866
Product Line: silkscreening and design for the coin operated industry; control panel overlay replacements

WOOD SYSTEMS
2243 Ringwood Ave.
San Jose, CA 95131
(408)432-0450
President: Butch Hauser
Product Line: cabinets for manufacturers

REPAIR & SERVICE

A.M. AMUSEMENTS
625 Hwy. 70 West
Clayton, NC 27520
(919)553-3571
Contacts: Tom Phillips, Terry Meek
Product Line: pinball, video, and jukebox repair

A. V. T. (Advanced Video Technology)
14781 Pomerado Road
Suite #300
Poway, CA 92064
(619)679-9374
(800)852-2223
Fax: (619)486-0866
(619)679-9375 Tech Support
General Manager: Paul Davidson
Office Manager: Jeanette Davidson
Product Line: card game-themed video games and kits; parts and service for Cal Omega products

ABBASI DIST. CO.
1306 North Loop
Houston, TX 77099
(713)869-6666
Contact: Mike Vhanani
Product Line: game repair, spare parts, sale & installation of video conversions

ABESCO, INC.
3840 Lagrange St.
Toledo, OH 43612
(419)476-6122
Contact: Phillis Ashenfelter or Cheryl Bodi
Product Line: pinball & video repair; billiard table repair; VCR and Beta repair; authorized Atari service network

ALL AMUSEMENT
7828 Balboa Blvd.
Van Nuys, CA 91406
(818)782-2407

Product Line: used games; video repair and conversions; repair and restoration of electro-mechanical pinballs

APOLLO AMUSEMENTS

1930 Cottage Grove
Des Moines, IA 50314
(515)243-0820
Product line: repair and service of coin-op machines and kit installation

ARCADE SERVICES

Box 1447
Lombard, IL 60148
(312)629-0034
Owner: Brian Kissane
Senior Technician: Steve Kolowski
Product Line: parts and repair for Game Plan games; printed circuit board repairs and pinball restorations; operations and game-room managment consultants

ARMSTRONG SERVICE

10414 Stone Court
Cincinnati, OH 45242
(513)891-4055
Product Line: Abbott, Magner, Scancoin, Technitrol, Downey Johnson, Klopp; sales & service for all of the above

AUTOMATED CONSULTANTS SYSTEMS

11440 Bluegrass Pkwy
Bluegrass Ind. Park
Louisville, KY 40299
(502)267-1197
President: Juanita Brewer
General Manager: Gene Brewer
Product Line: parts and repair

AUTOMATED PRODUCTION EQUIPMENT

142 Peconic Ave.
Medford, NY 11763
(516)654-1197
Fax: (516)289-4735
Product Line: printed circuit board repair and rework equipment, desoldering tools, circuit repair kits; surface mount installation/removal/replacement systems; table top ultrasonic cleaners

BENTLER AMUSEMENT CO.

1644 Homewood Ave.
Springfield, IL 62704
(217)546-7060
Owner: Charles (Fritz) Bentler
Product Line: resurfacing of shuffleboards

BIO-RHYTHM SALES COMPANY

2818½ Honolulu Av
Verdugo City, CA 91046
(818)249-2077
Owner: Glen Wolcott
Product Line: tickets, parts, and service for Compunetics and Destron bio-rhythm machines

THE BROKEN DOWN JUKEBOX COMPANY

Box 24
Sheepshead Bay
Brooklyn, NY 11235
(413)525-1314
Officer: Patrick O'Toole
Sales Manager: Jack Morse
Product Line: sales, service, parts, supplies, used music, games vending, also industry related antiques

C & P ENTERPRISES

4014 N. Fir Rd. #45
Mishawaka, IN 46545
(219)256-1138
Fax: (219)256-1144
Contact: John Pierce
Product Line: kits, close-outs and other supplies; used boards; service; consultants

C&W ROWE SALES & SERVICE

1801 W. Pico Blvd.
Los Angeles, CA 90006
(213)487-4742
Product Line: jukebox service

JOHN W. CALER SPECIALTY SLOTS

7506 Clybourn
Sun Valley, CA 91352
(818)765-1210
Fax: (818)504-9965
Product Line: manufactures and services slot machines, parts available: fiberglass, themed, figures for slots and token machines; buys and sells restored antique slot machines

CAS LTD.

4063 State St. N.E.
Salem, OR 97301
(503)362-2305
(800)752-9110
Product Line: game repair; specializing in video pokers; repair components and integrated circuits for video pokers; update modules for Electrosport 1 and Draw 80

CASEY'S ELECTRONICS

5310 N. Pioneer Rd.
Gibsonia, PA 15044
(412)443-8790
President: Casey Lowicki
Vice President: Betty Lowicki
Sales & Parts: Carol Burghart
Service: Joe Glock
Representing: Ardac, AVT, Kramer, Wurlitzer

CENTRAL VALLEY AMUSEMENT SERVICE

5831 Rosebud Lane
Unit E
Sacramento, CA 95841
(916)331-9134
Contacts: Cliff Nelson and Ted Driscoll
Product Line: specialists in video conversion and repair

COIN O RAMA AMUSEMENTS

1500 Rio Piedra
San Juan, PR 00928
(809)765-0760
Telex: 4204 ENTREBOR
Owner: Manuel Coll
Head Technician: Blackie Calderon
Representing: used equipment sales and service including conversions and refurbishment of cabinet; full range of parts

COIN-OP SERVICES, INC

1197 S. W. 20th Way
Dania, FL 33004
(305)923-4426
Product Line:service for jukeboxes, NRI, Rowe and Ardac bill changers

COIN-OP TECHNICAL SERVICES

3133 Madison Ave. SE
Grand Rapids, MI 49508
(616)452-8589
Product Line: pinball, video, and conversion repair

DISCOUNT VIDEO & PINBALL

1515 Sunkist #I,J
Anaheim, CA 92806
(714)385-1113
Sales Manager: Zonia Tappeiner
Sales: Daniel Tappeiner
Product Line: repairs; conversions; parts; buy and sell new and used

DOLLAR DISTRIBUTING CO, INC.

P. O. Box 3017
Tuscaloosa, AL 35403
(205)339-2881
(800)999-0942
Representing: new & used games; we buy and sell used pokers; we handle bingo supplies and machines; cherry bells, breakopens, pull tabs, punch boards; repair jukebox amps (Rock-Ola and Seeburg)

DOTECH LTD.

564 Stevenson St.
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(415)626-1443
Product Line: service & parts for coin-op games (foreign & domestic)

ELDORADO PRODUCTS

14816 Main St.
Gardena, CA 90248
(213)516-9525
Product Line: game repair service; video components in stock; sales of used boards; parts and supplies

EZE REPAIR COMPANY

134 HAMPDEN RD.
EAST LONGMEADOW, MA 01028
(413)525-1314
Product Line: repair & service of coin machines, rebuilding of old games, pool table recovering; parts & supplies; antiques

F & P VENDING SERVICE INC.

1837 Commonwealth Avenue
Fullerton, CA 92633
(714)441-0795
Product Line: repair & sales of video conversions

FLJ ELECTRONICS

557A Plainview Rd.
Plainview, NY 11803
(516)932-6557
President: Frank Hamilton
Product Line: PC board repair, computer repair & consultation

THE GAME DOC

8000 Wheatland Ave.
Suite B
Sun Valley, CA 91352
(818)504-0440
Product Line: conversions, sales & service

THE GAME EXCHANGE

P. O. Box 09598
Columbus, OH 43209
(614)258-2933
Fax: (614)258-2940
(800)848-0110 (outside Ohio)
(800)848-1514 (inside Ohio)
Contact: Bob Rothman
Sales Manager: Susan Titter
Service Manager: Glendon Miller
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65-56 Fresh Meadow Lane
Fresh Meadows, NY 11365
(718)762-1298
Fax: (718)762-0192
Product Line: pinball and video service; conversion kit installation; monitor repair; PC board repair

GARRISON'S REPAIR SERVICE

2707 Jefferson Davis
Stafford, VA 22554
(703)659-5460
Owner: Bill Garrison
Product Line: vending repair; sales and service

GOLDEN'S DIGITAL SERVICE

3001 Louana Drive
Ocean Side, CA 92056
(619)727-1860
Product Line: service and repair on video and PC boards

JACK GUARNIERI SERVICE

P.O. Box 155
Booklyn, NY 11236
(718)241-4717
Product Line: repair of coin-op equipment; route and arcade service test equipment

HARRY'S SALES & SERVICE

2124 Fifth Ave.
Pittsburgh, PA 15219
(412)261-4032
(800)288-8363
Sales: Mel Wyner
Parts & Service: Bob Wyner
Product Line: Automatic Products, Refreshment Machinery, Mars, Coinco
Ardac, AVT, Tommy Liftgate

HOWARD'S SERVICE

1526-B Candy Tuft
Houston, TX 77038
(713)448-8392
Product Line: coin-op repair, game refurbishing, music, vending & antique slots

HTS ELECTRONICS

5460 Brooks Street
P. O. Box 4708
Montclair, CA 91763
(714)984-8272
Contact: Terry Myers
Product Line: parts and service for electric sports type equipment

IN SERVICE, INC.

765 Route 83
Suite 114
Bensenville, IL 60106
(312)860-9822

Product Line: Pioneer authorized service for all laser disc and compact disc (jukebox); sales of all laser disc software titles

INTRASTATE AMUSEMENTS

3894 Marks Ave.
San Jose, CA 95118
(408)723-7880
Product Line: pinball and video parts and supplies; also conversion kit installations; service

IODICE INDUSTRY, INC.

1409 6th St.
N. Bergen, NJ 07047
(201)867-8920
Contact: James Iodice
Product Line: board repair & complete game service

J 'N' B HOME AMUSEMENT COMPANY

1707 So. Rt. 130
Burlington, NJ 08016
(609)386-6696
(609) 387-0620
Product Line: service, parts, and sales for coin-op equipment of all types

JAY'S VENDING SERVICE

6812 North Point Rd.
Baltimore, MD 21219
(301)388-0993
Contact: Jay
Product Line: board repair of all types, specializing in poker boards

JENSEN TOOLS, INC.

7815 So. 46th St.
Phoenix, AZ 85044
(602)968-6231
Telex: 910-950-0115
Fax: (602)438-1690
Product Line: video game service kits containing repair and conversion tools

JUST VIBRATIONS INTERNATIONAL, INC.

P. O. Box 1505
Arroyo Grande, CA 93420
(805)489-1815
Owner: Nancy Duncan
Product Line: makers of foot massage novelty machine; service and leasing

KARLIN ELECTRONICS CORP.

31119 Greenfield Rd.
Birmingham, MI 48033
(313)642-2521
(800)532-7466
Fax: (313)642-1345
President: Karl A. Weiss
Vice President: Joseph A. Lane, Jr.
Product Line: refurbished Western Electric coin phones and associated parts

LASER TRONICS

1332 Bend Tree Lane
Concorb, CA 94521
(415)687-0490
Product Line: service & repair of Pioneer, Phillips, Sony & Hitachi laser players; parts and discs for lasergames

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Prattville, AL 36067
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Product Line: game harnesses for video, pinballs, and vending machines; monitor board repairs

MICROMAX CORP.

411 S. London Ave.
Egg Harbor, NJ 08215
(609)965-4973
Contact: Franki Marinelli
Product Line: poker game repairs; replacement battery boards

MIKE MUNVES CORP.

41 Relyea Place
New Rochelle, NY 10801
(914)636-5003
Phone: (212) 279-6677
President: Joseph Goldsmith
Director of Sales: Ralph Hotkins
Product Line: coin-op arcade and novelty games; parts & repair; distributes his own games

NATIONAL TELECOM, INC.

3603 Clearview Pl.
Atlanta, GA 30340
(404)452-1700
(800)225-9331
VP Sales: Scott Blair
VP Customer Service: Dan Metzler
VP Technical Services: Jan Finegan
Secr./Treasurer: Willis Massinggale
Product Line: "smart" coin-op payphones; parts & service

NU CONCEPT SYSTEMS, INC.

2725 Advance Lane
Colmar, PA 18915
(215)822-8400
Product Line: printed circuit board rework/repair equipment and static control equipment

ONE STOP AMUSEMENT

13960 Valley Vue
La Mirada, CA 90638
(213)941-9656
Contacts: John Ridaway or
Bill Conneaker
Product Line: video and pinball sales and service

P&T VIDEO & REPAIR

438 W. Arrow Hwy.
San Dimas, CA 91773
(714)599-1396
Product Line: video repair & conversion of all models

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Telex: 198296PACE UT
Fax: (301)498-3252
Product Line: soldering & desoldering device

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Northridge, CA 91324
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(609)234-1742
Fax: (609)722-1483
Telex: 650317-6128 MCIUW
Product Line: service on all types of equipment

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(313)421-7171
(800)322-4263
Product Line: video and pinball repair

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Denver, CO 80216
(303)292-5853
Sales: Jim Francis
Sales: Scott Tompkins
Representing: Seeburg; parts and service for jukeboxes, videos and pinballs

SEEBURG DIST.

439 West 53rd St.
New York, NY 10019
(212)307-6100
Fax: (212)307-1091
Regional Sales Manager:
Ernest J. Veneziano
Product Line: Seeburg sales and service

STAR AMUSEMENT

1535 Degrasse Ave.
Norfolk, VA 23509
(804)627-4362
Product Line: arcade design, setup, and computer support; video and pinball repair

TWO-BIT SCORE

11600 Manchaca Rd.
Suite 305
Austin, TX 78748
(512)282-9369
Product Line: parts for electronic pinballs; headglasses, MPU boards, game ROM chips, pinball board repair; software updates, speedups for Ms PacMan, Galaga, etc.; original software such as VS. Skate Kid Bros.

VIDEO CONNECTION

930 Jeffrey Lane
Dixon, CA 95620
(916)678-5189
Owner/President: Peter Thomson
Representing: Grayhound, Sun Nichibutsu, World Games; specialize in conversion kits

VIDEO DOCTORS

1241 Bellevue St.
Green Bay, WI 54302
(414)468-0167
Fax: (414)468-0275
President: Michael Reetz
Vice President: Butch Bartlett
Parts Manager: Gregg Marweg
Service Manager: ''The Horse Brain''
Representing: Grayhound, Kramer, Master's Choice dart supplies, Merit, Mitek audio, Rock-Ola music; repair of all types of coin-op equipment

VIDEO SERVICES

3324 Timbercreek Dr.
Lawrenceville, GA 30244
(404)925-8337
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(818)309-2907
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300 Quince St.
Brainerd, MN 56401
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(800)247-2574 (in MN)
(800)237-0630 (outside MN)
Product Line: schooling in vending and amusement technology

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(800)872-4665
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Administrator: Jan Welton
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(609)662-1080
Fax: (609)488-9326
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Office Manager: Sharon Eckert
Product Line: publisher of service manuals and Star Tech Journal, the technical and informational monthly for the coin-op industry; capacitance and parts testers from Beckman Industrial

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Blue Ridge Summit
, PA 17294
(717)794-2191
Product Line: electronics texts

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(800)323-3856 (outside Illinois)
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Sunnyvale, CA 94089
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Fax: (408)734-1944
Telex:
9103331168BUGTRAPSUNNYVA
Officers: John M. Rodrigues and Michael Wicksted
Product Line: electronic test equipment including: logic comparators, signature analyzers, dynamic ram testers

CONTACT EAST

335 Willow St.
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Fax: (508)688-7829
Product Line: test instruments, hand tools, tool kits, soldering supplies, and more

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(800)426-9265
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Telex: 152951HUNTINSTLYWD
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Fax: (312)253-6652
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(800)257-8437
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STAR TECH JOURNAL, INC.

18 North Centre St.
Merchantville, NJ 08109
(609)662-1080
Fax: (609)488-9326
Publisher/Editor: James Calore
Office Manager: Sharon Eckert
Product Line: publisher of service manuals and Star Tech Journal, the technical and informational monthly for the coin-op industry; capacitance and parts testers from Beckman Industrial

TOKENS/TICKETS/ TICKET DISPENSERS

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P.O. Box 121, Glen, MS 38846
(601)287-1594

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CHARLESTON MINT
P.O. Box 31143
Charleston, SC 29417
(803)577-2982
Contact: Conrad Neiman
Product Line: tokens

★ DELTRONIC LABS, INC.
8th & Maple Avenue
Lansdale, PA 19446
(215)362-9112
Fax: (215)368-7159
Telex number: 317054 DELTRONIC LANS
Product Line: ticket dispensers, ticket kits, sound effect kits

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1545 Rt. 37 West
Unit #14
toms river, NJ 08755
(201)286-2390
Proprietor: Jack Bean
Art Department & Office Manager: Elaine Bean
Product Line: token dispensing slot machines; glass and reel strips; silkscreening

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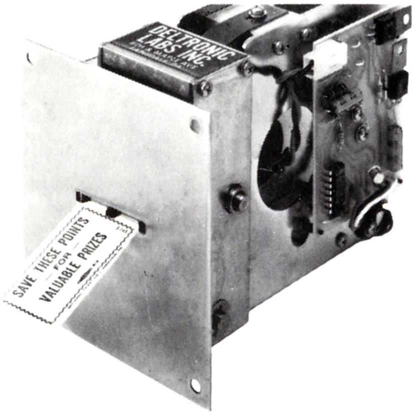
300 Constance Drive
Warminster, PA 18974
(215)443-9414
(800)523-5968
Fax: (215)443-8165
Contact: Dan Stolfi
Product Line: producers of tickets for coin-op industry

GREEN DUCK CORP.
255 S. Elm Street
Hernando, MS 38632
(601)368-9033
(800)647-6168
Fax: (601) 268-1906
President: Robert P. Whitesell
Sales Supervisor: Sandy Savage
Sales: Art Olita
Dir. of Marketing: Marty Stewart
Product Line: tokens

★ HOFFMAN & HOFFMAN
P. O. Box 896
Carmel, CA 93921
(408)625-5333
(800)227-5813
Telex: 984711HH MINT
(800)227-5814 (In CA)
Director of Marketing:
Michael Hoffman
Director of Operations:
Charles Hoffman
Product Line: high quality tokens, coins, and medallions; coin

INTERCARD TECHNOLOGY
23301 Vista Grande
Laguna Hills, LA 92653
(714)859-3800
Contact: Chris Moore
Product Line: magnetic card reader gives full control over coin-op games and vending machines

THE TICKET DISPENSER —WITH EXPERIENCE



DELTRONIC LABS DL-1275 Ticket Dispenser is now available in kits—for quick and easy installation on existing video, pinball and novelty games.

For more than 7 years, top amusement manufacturers have relied on DELTRONICS LABS for quality ticket dispensers, backed by prompt and efficient service.

Now this time-tested dispenser is incorporated in kits for the same dependable performance on your present games.

You can renew player interest with tickets for awards and bonuses—and keep them playing again and again and again!

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Eight & Maple Avenue • Lansdale, PA 19446
215/362-9112 • Telex 317054

ADD LOW COST, HIGH RETURN GOLDEN COIN PHONES TO YOUR VENDING ROUTE.

MODEL 674
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GOLDEN 696
PHONE

MODEL 696
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TELCO INTERCONTINENTAL CORPORATION
9829 Whithorn Drive • Houston, Texas 77095
Telefax: (713) 859-8825 • Telex: 3788039 TELCO HOU
(713) 855-2218 or 1-800-678-3526

MUNCIE NOVELTY CO.

P.O. Box 823
Muncie, IN 47308
usa
(317)288-8301
(800)428-8640
Product Line: ticket manufacturer; redemption tickets, roll tickets

NATIONAL TICKET CO.

Ticket Avenue
Shamokin, PA 17872
(717)648-6803
Fax: (717)648-9460
Product Line: printed products

NATIONAL TICKET COMPANY

1650 BROADWAY #804
New York, NY 10019
(212)757-1426
Fax: (717)648-0460
Contact: Kimberly Conway-Guerlain
Product Line: fan-folded, machine issued tickets

OSBORNE COINAGE CO.

2851 Massachusetts Ave.
Cincinnati, OH 45225
(513)681-5424
Contact: Arnold Wasserman or Virginia Moore
Product Line: tokens

PROFITABLE GAME INCORPORATED

865 West North Ave.
Chicago, IL 60622
(312)943-1017
President: Jerald E. Evers
Product Line: Astro Lotto, Astrology, Bio Rhythm; mechanical boxing machine; tickets

★ROGER WILLIAMS MINT

79 Walton St.
P. O. Box 1038
Attleboro, MA 02703
(508)226-3310
(800)225-2734
Fax: (508)226-2033
Product Line: tokens, Q-bits, medals, gaming tokens

SKEE BALL, INC.

8th & Maple Streets
Lansdale, PA 19446
(215)362-0300
Fax: (215)362-0569
President: Joseph W. Sladek
Service Manager: Barry Scholl
General Manager: Peter Bartola
Engineering Manager: Dennis Keeny
Product Line: Skee-Ball target bowling games in 6, 8, 10 and 13 foot lengths, ticket dispensers and conversion kits

STANDARD CHANGEMAKERS

422 East New York St
Indianapolis, IN 46202
(317)639-3423
Fax: (317)684-2134
Product Line: $1, $5, $10, $20 bill changers and token dispensers

VAN BROOK OF LEXINGTON

P. O. Box 5044
Lexington, KY 40555
(606)231-7100
Product Line: tokens/acceptors, plastic tokens, wooden nickels

VENDING

★A & A COMPANY

1930 Greenspring Dr.
Timonium, MD 21093
(301)252-1020
Cable: PARKWAY
President: Irvin Kovens
Sales Manager: Ed Kovens
Product Line: capsules, eggs, stamp vendors, video games, cigarette and candy machines, pinballs, coin counters and drink vendors

AMERICAN LATEX CORP.

109 Second St.
Suite #2
Sausalito, CA 94965
(415)331-KING
(800)242-KING
Product Line: King Kondom condoms

AMERIPRO REFRESHMENT PROGRAMS, INC.

4970 Hallie Road
Chippewa Falls, WI 54729

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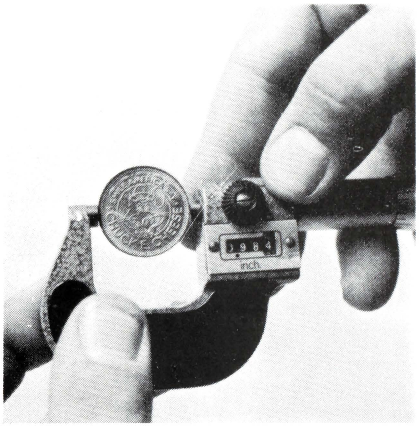
HOFFMAN H&H HOFFMAN

TOKENS
800-227-5813
IN CA 800-227-5814



Quality control personnel at Hoffman & Hoffman checking diameter of token with micrometer

- Immediate same-day shipment on stock tokens
- Quality artwork and design service at no charge
- Hoffman & Hoffman tokens are minted under the most rigid quality control standards.
- We match Old World craftsmanship with advanced technology.
- Hoffman & Hoffman has the best prices and fastest delivery for stock or custom tokens.
- You can buy the best tokens for less. Check our prices and see.

HOFFMAN & HOFFMAN
P.O. Box 896, Carmel, CA 93921

(715)723-1099
(800)637-8363 (in WI)
President: Kenenth B. Sanders
Sales Manager: Paul H. Schultz
Product Line: food vending machines, cigarette machines, candy and snack machines

AMUSEMENT VENDING SUPPLIES

47-15 Barnett Ave.
Long Island, NY 11104
(718)706-7790
President: Chris Bianco
Product Lines: conversions, repairs, full line of vending products

L. M. BECKER & CO., INC.

P. O. Box 1459
Appleton, WI 54913
(414)739-5269
Fax: (414)739-0370
Contact: Mr. Nicholas Johnson
Product line: Toy N Joy gun/candy/talking vendors

CAPITOL VENDING SALES

1703 E. 38th St.
Indianapolis, IN 46218
(317)924-5757
(800)428-7147
President: Richard Fleming
Product Line: vending

COIN ACCEPTORS, INC.

300 Hunter Ave.
St. Louis, MO 63124
(314)725-0100
Contact: Jim Douglass
Product Line: wall-mount can drink machine

THE CORNELIUS CO. DIV. OF IMI CORNELIUS (AM.)

One Cornelius Pl
Hwy 10 West
Anoka, MN 55303
(612)421-6120
(800)238-3600
Fax: (612)427-4522
President Cornelius Division: Martin Hall
Product Line: beverage dispensing equipment

DIXIE-NARCO, INC.

Lawrence Street
Ranson, WV 25438
(304)725-3481
President: Gerald Kamman
Product Line: cold-drink vending machines

DORIS VENDING

883 Manton Ave.
Providence, RI 02909
(401)861-5937
President: Dave Ead
Vice President: Rhonda E. Fargnoli
Product Line: Very Fine juice vendors, Victor Vending, snack machines, bulk vending

EUREAKA ENTERPRISES

1 Edgedale Road N.W.
Calgary, Alberta
T3A 2P6,
CANADA
(406)239-3441
(403)241-0930
Product Line: The Love Nut novelty condom container and condom

FLATTO MFG. CO.

P. O. Box 2044
Miami Beach, FL 33140
(305)538-5022
Sales Manager: Henry Denton
President: E. W. Flatto
Product Line: postage stamp vending machines and stamp folders

FORD GUM & MACHINE

Hoag & Newton Avenue
Akron, NY 14001
(716)542-4561
(800)225-5535
Fax: (716)542-4610
Vice President: George Stege
Product Line: gumball vendors

GARRISON'S REPAIR SERVICE

2707 Jefferson Davis
Stafford, VA 22554
(703)659-5460
Owner: Bill Garrison
Product Line: vending repair; sales and service

GOLD MEDAL PRODUCTS CO

2001 Dalton Ave.
Cincinnati, OH 45214
(513)381-1313
(800)543-0862
Telex: 298235 GMHQUR
Fax: (513)381-1570
President: D. B. Evans
Vice President: J. C. Evans
National Sales Manager: Dan Kroeger
Vice President Manufacturing: Ed Tschan
Product Line: full line of snack bar/concession equipment and all related products

GRACO VENDING COMPANY

3780-C Bethania
Station Road
Winston-Salem, NC 27106
(919)924-5552
(919) 924-2558
Owner/Operator: Gary W. Salmons
Sales Manager: N. Gray Salmons
Product Line: bulk vending products; Bucky's Balloon vendors

J. P. M. MARKETING, INC.

233 Georgia Ave.
Providence, RI 02905
(407)856-0406
Fax: 401-467-8320
President: Dave Jones
Vice President: Peter Robinson
Product Line: talking parrot egg vending machine

J. W. DISTRIBUTORS

1909 Locust
St. Louis, MO 63103
(314)621-1750
President: Jerry Womble
Representing: Data East, NSM-Lions, also in vending

L'APPEL, INC.

1804 Johns Drive
Glenview, IL 60025
(312)998-9500
Product Line: U.S. made condom vending machines; U.S. made condoms

LEKTRO-VEND CORP.

911 W. Sullivan Rd.
Aurora, IL 60506
(312)896-8555
Chairman: R. S. Bergman
Chief Oper. Officer: R. S. Bergman

VP of Marketing/Sales: J. C. Dee
Mgr. Customer Relatins: C. Hauser
Product Line: glass-front Snack, Snack/Food Combo, Counter-top Snack

MACHINE-O-MATIC LTD

51 Bertrand Ave.
Scarborough
Ontario, MIL 4P3, Canada
(416)750-4900
Product Line: peanut, gum & candy vending mahcines; parts and chromed stands; 26″ capsule vendors to accept up to 2¼″ diameter capsules

MEYER-GILLMANN INDUSTRIES

3280 Victor St.
Santa Clara, CA 95054
(408)980-0661
President: Julia Gillmann
Marketing: Joan Meyer
Product Line: Print Ur'Own Stickers coin-op product vendor

MODERN VENDING SALES CO

7940 Pendleton Pike
Indianapolis, In 46226
(317)542-9207
Chairman: Al Calderon
President: Thomas Goldberg
Vice President: Scott Housefield
Secretary/Treasurer: Jan Goldberg
Sales: Tim Dwyer
Service & Parts Max Wright
Product Line: vending and games
Representing: Amana, Arachnid, Atari, Coinco, Cuno, Data East, Dynamo, Everpure, Konami, Maka, Mars, Nintendo, NSM-Loewen, Reynolds, Rock-Ola, Sega, Snk, Taito, USI, Valley, Williams

MOUNTAIN COIN MACHINE DIST.

2632 North 37th Dr.
Phoenix, AZ 85009
(602)269-7596
Fax: (602)269-7818
Owner: World Enterprises
President: Elden Kingston
Manager: Larry Turner
Representing: American Shuffleboard, Arachnid, Ardac, Automatic Products, Bally, Capcom, Data East, Dynamo, Exidy, Game Plan, Konami, Leland, Memetron, Merit, RMI, Nintendo, NSM-Lions, Premier, Seeburg, Sega, Taito, Tradewest, Valley, Vendo/USI, Very Fine juice vendors

MR. CRISPY

9230 Islington Ave.
Woodbridge
Ontario L4L 1B2, Canada
(416)851-2861
Fax: (416)851-4265
General Manager: Flavelle Barrett
Product Line: french fry vending machines

MR. VEND

9582 Topang
Canyon Blvd.
Chatsworth, CA 91311
(818)718-6061
(800)877-VEND
Fax: (818)718-0712
President: Simon Grill
Product Line: coin-op vending and novelties; impulse machines; toy/balloon vendors

NATIONWIDE MARKETING SERVICE

13 Palm Court
Suite #10
Selden, NY 11784
(516)732-2042
President: Jack Falb
Product Line: makers of luck lotto number machine, cigarette lighter vendor, 8-column mini mart-toy merchandiser; manufacturer reps for countertop & upright snack vendors, soda & juice vendors and condom vendors also microwave popcorn vendors bulk vending machines

NAVARRO BUSINESS VENTURES

4403 Hemingway Dr.
Dale City, VA 22193
(703)690-5263
President: Max Navarro
Representing: Coinco, Fun-L-Fun, Keyosk Corp., Mr. Crispy, Venex

NAVIGATION TECHNOLOGIES

(Karlin & Collins)
740 E. Arques Ave.
Sunnyvale, CA 94086
(408)736-370
Fax: (408)736-3734
VP & Marketing: Bob Hitchcock
Product Line: vending machine that prints computerized driving directions in major cities

OAK MFG. CO., INC.

650 S. Ave. 21
Los Angeles, CA 90031
(213)233-4202
Product Line: gumball vending machines; bulk vending machines

ORE-IDA VENDED PRODUCTS

P.O. Box 9
Boise, ID 83707
(208)383-6371
General Manager of Marketing: Joe Finch
Product Line: french fry vending machine

PARKWAY MACHINE CORPORATION

1930 Greenspring Dr.
Timonium, MD 21093
(301)252-1020
(800)638-6000
Telex: 4990868
President/Treasurer: Edward Kovens
VP/Secretary: Murray Kovens
Product Line: vending machines, parts, candy nuts, capsules, coin-counting equipment, money weighting scales, latex, stamp machines.

PEERLESS COIN OP. CORP.

527 So. Tejon
Colorado Springs, CO 80903
(303)633-1704
President: John Dorrough
Product Line: vending

POLYVEND, INC.

South German Lane
Conway, AR 72032
(501)327-1301
Fax: (501)327-4158
VP Sales/Marketing: Wayne Beaumont
Product Line: tabletop and upright

snack-vending machines

PRIORITY CIGARETTE SERVICE, INC.

3628 Prospect Ave.
Cleveland, OH 44115
(216)431-4100
Product Line: custom mirrored panels for cigarette vending machines; ''The Competitor'' coin holder for amusement devices; Wander computerized inventory control system for cigarette vending

ROCK-OLA MFG. CORP.

313 So. Rohlwing Rd.
(Hwy. 53)
Addison, IL 60101
(312)629-9200
Telex: 910-221-2716
Fax: (312)628-0019
Chairman: David C. Rockola
President: Donald Rockola
VP Sales/Marketing: Kenneth Keim
Sales/Marketing: Frank Schulz
East/Region Sales: Robert Hesch
Credit Manager: Ed Schweitzer
Product Line: jukeboxes and accessories; cold can drink and juice vendors

ROCKWELL ENTERPRISES, INC.

255 W. Torrance Blvd
Carson, CA 90745
(213)532-5121
(800)331-0293
800/345-5891 (Calif.)
President: Currie Armstrong
Vice President Sales: Dick Herbert
Product Line: electronic love meter; Bic & Scripto lighter vendors

★ **ROGER WILLIAMS MINT**

79 Walton St.
P. O. Box 1038
Attleboro, MA 02703
(508)226-3310
(800)225-2734
Fax: (508)226-2033
Product Line: tokens, Q-bits, medals, gaming tokens

ROWE - DALLAS

3115 Halifax
Dallas, TX 75247
(214)638-4280
Manager: bill Merrell
Product Line: vending, bill changers

ROWE INTERNATIONAL, INC.

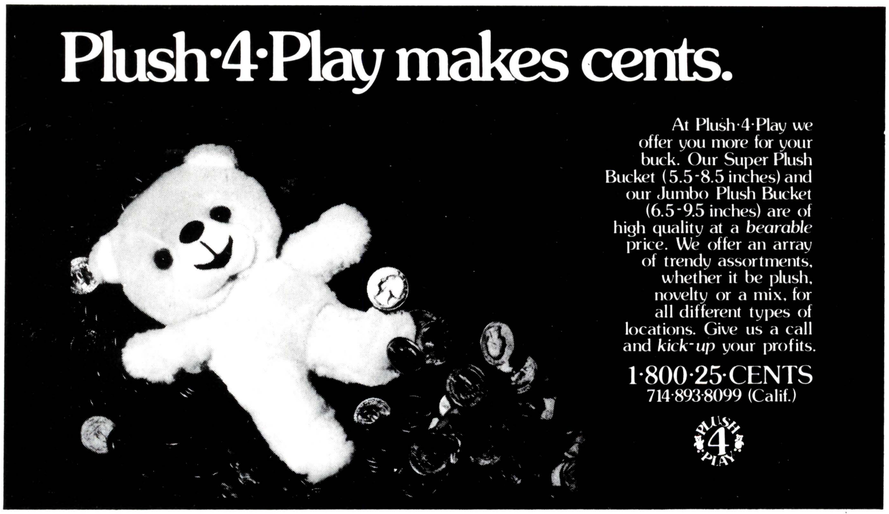
2689 Longate Drive
Memphis, TN 38132
(901)345-7811
Branch Manager: Ron Harris
Vending Sales: Reggie Gable and Donnie Burkeen and Jay McLean
Phonograph and Game Sales: Vickie Blackburn
Product Line: full line vending, bill changers and phonographs

ROWE INTERNATIONAL, INC.

75 Troy Hill Road
Whippany, NJ 07981
(201)887-0400
(800)631-8132
Telex: 219052
Fax:(201)887-2851
President: Bruce Cowles
Senior VP Sales/Marketing: Jerry Hejtmanek
VP Dist. Operations: Jerry Gordon
VP Marketing: Edward Wiler
VP Music: Joel Friedman
Manager Marketing Services: Jerry Maguire
Product Line: video jukeboxes, audio jukeboxes, music systems, full line vending and bill changers

ROWE-LOS ANGELES

1433 W. Pico Blvd.
Los Angeles, CA 90015
(213)747-9326
Manager: David Hall
Sales: Dan Hammond
Sales: Wally Dietrick
Office Manager: Janet Hokama
Representing: Rowe vending & bill changers



At Plush·4·Play we offer you more for your buck. Our Super Plush Bucket (5.5-8.5 inches) and our Jumbo Plush Bucket (6.5-9.5 inches) are of high quality at a *bearable* price. We offer an array of trendy assortments, whether it be plush, novelty or a mix, for all different types of locations. Give us a call and *kick-up* your profits.

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(Calif.)

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STEINER MFG. CO., INC.

617 Sackett St.
P. O. Box 123
Brooklyn, NY 11217
(718)875-0835
(800)445-4321
President: Richard Siodrsky
Product Line: makers of sticker, bumper sticker, postage stamp and baseball card vending machines; a full line of stickers and photographers including licensed items

STORE ENTERPRISES, INC.

251 W. Holbrook Dr.
Wheeling, IL 60090
(312)541-3350
(800)323-5128
Fax: (312)541-9271
Product Line: animated vendors and bulk vending; bulk and capsuled toys for crane and novelty games; bulk candy

STUCKON-STICKERS

350 Coney Island Ave
Brooklyn, NY 11218
(718)851-5100
President: Mike Silverbush
Product Line: vending machines for stickers & plastic laminates; stickers for such machines and for bulk venders; exclusive license for Popeye & Betty Boop characters

SUCCESSFUL SCENTS

3720 Robertson St.
Metairie, LA 70001
(504)837-7035
(800)443-9918
Product Line: perfume machines

TALKING VENDOR CO.

P. O. Box 326
Chatham
Ontario N7M 5K4, Canada
(519)351-2181
Fax: (519)351-7304
Sales Manager: Ken McPhail
Product Line: makers of talking bulk vending machines

TWELVE SIGNS, INC.

3369 S. Robertson Blvd
Los Angeles, CA 90034
(213)553-8000
Fax:(213)836-0110
President: Richard W. Housman
VP Mktg/Dist: Steve Davis
Sales Manager: George Grey
Dir/Advertising: Michael Fodor
Service Manager: Hanky Kim
product Line: horoscope scroll vending machines and displays

U-SEAL-IT CO.

1739 W. 132nd St. Rear
Gardena, CA 90249
President: Aaron Lieberman
Product Line: vending mahcine that dispenses plastic laminate, baseball cards, and stickers

ULTRA-WATER VENDING LTD.

1373 Winnepeg St.
Regina, Saskatchewan
S4R 1K2, Canada
(306)352-3817
Product Line: purified water vending machines

USI CORP.

165 N. 10th St.
Waukee, IA 50263
(515)277-5397
(800)247-8709
Fax: (515)274-0390
President: David Forlenza
Vice President/Sales: Jack Kellam
Product Line: full line of vending machines

THE VENDO CO.

7209 No. Ingram
Fresno, CA 93650
(209)439-1770
(800)344-7216
President: Joe R. Town
Senior VP: Robert F. Williams
Director/Sales: Galen Corson
Product Line: can and bottle vending machines; parts, supplies and accessories

VENDORS EXCHANGE, INC.

4020 Payne Avenue
Cleveland, OH 44103
(216)432-1800
(800)321-2311
Fax:(216)432-2786
President: Les Garson
Vice President: Reid Garson
Vice President: Greg Garson
Representing: Amana, Coinco, Letrovend, Mars, Metalmaster, NRI-Changetron, Reynolds, Rock-Ola vending, Royal, Wittenborg; rebuilt equipment, as is equipment, replacement parts, rebuilding service

VERSA-VEND, INC.

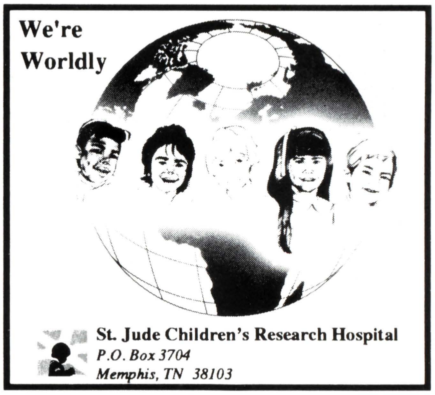
P. O. Box 131
Spokane, WA 99210
(509)455-6118
Fax: (509) 489-1947
President: Harry Everard
VP Marketing/Sales: Leo A. Eachus
Product Line: vending machine that dispenses a wide range of personal products which the firm also supplies.

VIKING SALES GROUP LTD.

12559 Holiday Dr.
Alsip, IL 60658
(312)396-1075
Fax: (312)396-1834
President: James McClelland
Vice President: William Caldwell
Product Line: Ardac, Coin Data, Digitronic payphones, Gametronix, Grayhound, Mars, National Vendors, Nelson Technology, Viking

WITTENBORG USA, INC.

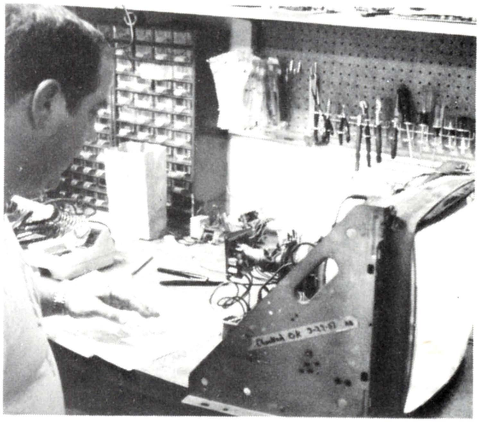
4295 F Int'l Blvd.
Norcross, GA 30093
(404)381-1111
(800)654-7065
Fax: (404)381-0070
Vice President/Sales & Marketing: Dave Mullins
Product Line: food & drink vending machines; microwave ovens & stands



St. Jude Children's Research Hospital
P.O. Box 3704
Memphis, TN 38103

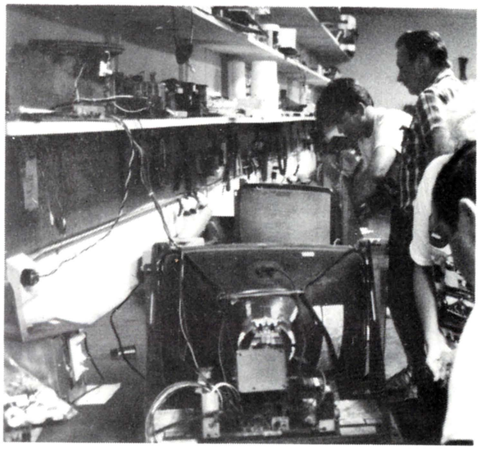
ARCADE SCHOOL
COMES TO RENO, NEVADA

FEB 27 - MARCH 3



Randy Fromm's Arcade Schools are a practical, no-nonsense look at how video games work, and how to repair them when they don't. No previous knowledge of electronics is required. The course is geared toward those who want to learn to repair electronic games without having to learn complex electronic theory or purchase expensive test equipment. Lab sessions allow students to gain valuable "hands-on" experience.

Be prepared for five days of accelerated learning with six rapid-fire hours of training each day. Class size will be strictly limited to just twenty-five students. Reservations will be accepted on a first come, first served basis.



There are no hidden costs. The tuition fee includes all texts and classroom materials. It is suggested that students bring a digital multimeter with them if possible. Students are responsible for their own lodging arrangements. Special rates have been obtained for Arcade School students, so be sure to ask for the special rate when registering at the hotel.

RANDY FROMM'S
ARCADE
SCHOOLS

How to Enroll

To enroll, send check or money order to:
Randy Fromm 7960 Culowee St.
La Mesa, Ca 92041 (619) 697-4035
Hotel information will be forwarded upon receipt of reservation deposit.

[] I am enclosing $500.00 for payment in full.
[] I am enclosing a $100.00 deposit.

Name ____________________

Address ____________________

City ____________________ State ____________ Zip ____________

Country ____________________ Telephone ____________________

U.S. ASSOCIATIONS

AMERICAN AMUSEMENT MACHINE ASSOCIATION
205 The Strand
Alexandria, VA 22314
(703)548-8044
Fax:(703) 836-1388

★ AMUSEMENT & MUSIC OPERATORS ASSOCIATION
111 E. Wacker Dr. #600
Chicago, IL 60601
(312)565-4602
Telex:25-4073
Fax:(312)565-4658
Executive VP: William W. Carpenter
Exhibits Manager: Ann Harris
PR Manager: Fred Newton
President: Clyde Knupp
First VP: Jack Kerner
Treasurer: James Trucano
Secretary: Eugene Urso
Product Line: not for profit trade association representing the coin-op amusement, music and vending industries

AMUSEMENT PLAYERS ASSOCIATION
10700 Jersey Blvd.
Suite # 105
Rancho Cucamonga, CA 91730
(714)980-6337
Partners: Jeff Peters, Steve Harris
Product Line: coin-op promotions and public relations and an international scoreboard

ASCAP
One Lincoln Plaza
New York, NY 10023
(212)870-7576
Product Line: performing rights society

BROADCAST MUSIC, INC. (BMI)
320 W. 57th Street
New York, NY 10019
(212)586-2000
Fax:(212)489-2368
Product Line: performing rights organization

NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION(NAMA)
20 N. Wacker Dr.
Chicago, IL 60606
(312)346-0370
President: James A. Rost

NATIONAL VIDEO GAMES CLUB OF AMERICA, INC.
6407 Idlewild Rd.
Suite 201
Charlotte, NC 28212
(704)563-7687
(800)225-9277
Fax: (704)563-0736
Product Line: national club for owners and operators

U.S. TRADE SHOWS

★ AMUSEMENT & MUSIC OPERATORS ASSOCIATION
111 E. Wacker Dr. #600
Chicago, IL 60601
(312)565-4602
Telex: 25-4073
Fax:(312)565-4658
Exhibits Manager: Ann Harris
PR Manager: Fred Newton

★ AMERICAN COIN MACHINE EXPO
(Sponsored by
PLAY METER & AAMA)
16066 South Park Ave
South Holland, IL 60473
(312)333-9292
Telex:ITT-4943831BGVI
Fax:312 333 4086
Contact: Bill Glasgow, Sr.
Contact: Judy Novak

INTERNATIONAL CONSUMER ELECTRONICS SHOW
1722 Ieye St. N.W.
Washington, DC 20006
(202)457-8700
Fax: (202)457-4901

INTERNATIONAL ASSOCIATION OF AMUSEMENT PARKS AND ATTRACTIONS
4230 King Street
Alexandria, VA 22302-9990
(703)671-5800
Telex: 853 485 IAAPA
(703)824-8365

NIGHTCLUB, BAR AND RESTAURANT EXPO
305 West Jackson Ave.
Oxford, MS 38655
(601)236-5510

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YEAR AT A GLANCE

(A categorized list of articles appearing in Play Meter during 1988)

NEWS & EVENTS

Arcades

(NJ) Township ordinance	12-87,pp.50
Honey's, a sweet place to go	2-88,pp.24
(TX) New arcade opens in Waco	2-88,pp.51
Dooner joins Fun Factory	4-88,pp.71
Kane opens new game room	7-88,pp.28
(NJ) Arcade owner has trouble getting licenses	7-88,pp.56
Star Base Omega opens in Orlando	8-88,pp.24
(PA) "Player's Choice" opening	8-88,pp.50
Fame City has something for everyone	10-88,pp.22
Secrets of the Great American Fun Factory	10-88,pp.26
(FL) Commander Ragtimes partnership with Atari	10-88,pp.51
(PA) Players Choice opened in Phoenixville	10-88,pp.51
Lacaille Amusements opens family center	11-88,pp.38
British study shows arcades not harmful	11-88,pp.46
(PA) Players Choice in Phoenixville under fire	12-88,pp.40

Associations

AAMA seizes games in TX-VA	12-87,pp.39
AMOA forms PAC	12-87,pp.41
AMOA makes statement	12-87,pp.41
OH & IL Congressman oppose $1 coin	12-87,pp.42
AMOA Expo 87 special events	12-87,pp.46
AMOA receives favorable coverage	12-87,pp.4
Crane legislation	12-87,pp.4
(OH) Defense fund	12-87,pp.49
AMOA president Hawkins on counterfeit games	12-87,pp.51
Things are looking great all over (AMOA Wrap Up)	12-87,pp.78
AMOA seeks support	12-87,pp.10
Proposed law would devastate cigarette vendors	1-88,pp.29
NAMA elects new officers	1-88,pp.34
UAMA hosts annual meeting	1-88,pp.33
AAMA has board meeting	1-88,pp.34
ICMOA sets pool & dart tournament	1-88,pp.34
Raffle date changed	1-88,pp.37
AMOA/NDA starts dart magazine	1-88,pp.37
AAMA/JAMMA meeting (picture)	1-88,pp.38
AMOANJ trade show March 22	2-88,pp.3
Parellel boards returned	2-88,pp.39
Government affairs program highlights	2-88,pp.45
AAMA conducts raids in Chicago	2-88,pp.46
AMOA adds 4 recommendations	2-88,pp.46
NAMA gears up for western meet	2-88,pp.48
(FL) FAVA working with law firm	2-88,pp.51
(UT) UAMA held membership meeting	2-88,pp.51
(WI) WAMO spring convention	2-88,pp.54
AMOANJ installs new officers	3-88,pp.46
WAMOA hosts annual expo	3-88,pp.46
AMOA mixes politics and pinball	3-88,pp.94
AMOA endorses Berne Convention	4-88,pp.62
Tell it like it is	4-88,pp.64
AAMA must fight	4-88,pp.65
Ohio and Snyder present carnival and game seminar	4-88,pp.66
Idaho association elects officers	4-88,pp.66
AMOA offers jukebox brochures	4-88,pp.68
National Jukebox Week proposed	4-88,pp.68
Fay confers with U.K. customs	4-88,pp.70
AMOA and AAMA see common ground	4-88,pp.71
AMOA calls for nominations	4-88,pp.72
Geerdes named a NAMA director	4-88,pp.72
(MA) CMIA general meeting	4-88,pp.78
(OH) OCMA leadership seminar	4-88,pp.79
(WI) WAMO newsletter	4-88,pp.79
BACTA wins appeal in U.K. video case	4-88,pp.87
LAMOA Combats rise in license fees	6-88,pp.3
MOMA elects Norberg-Paulsen	6-88,pp.29
AAMA endorses Berne Convention	6-88,pp.30
IAMOA elects new officers	6-88,pp.32
AMOA gears up for next expo	6-88,pp.34
Fay, Kidwell take new AAMA posts	6-88,pp.36
(ID) AMOI annual meeting	6-88,pp.42
AMOA sponsors regional seminars	7-88,pp.44
MCMOA pushes bill to legalize cranes	7-88,pp.46
WAMO elects new officers	7-88,pp.46
NAMA names Berney	7-88,pp.50
Weaver appointed MASA president	7-88,pp.51
AMOA plans more jukebox excitement	8-88,pp.36
AAMA exhibits at industry events	8-88,pp.39
ICMOA host annual event	8-88,pp.43
OCMA opposes proposed bill	9-88,pp.3
AMOA gives view on parallel boards	9-88,pp.44
Liberatore honored as Man of the Year	9-88,pp.48
WAMO planning varied conference	9-88,pp.53
OCMA mounts opposition	9-88,pp.60
(GA) GAMOA elects new officers	9-88,pp.73
(GA) GAMOA news	9-88,pp.73
(OH) OCMA developing new educational program	9-88,pp.74
AMOA urges members to take action on 2 bills in Congress	10-88,pp.3
LAMOA battles rise in license fees	10-88,pp.40
Music industry forms association	10-88,pp.42
Mawdsley named 1988 Man of the Year	10-88,pp.45
Tennessee stages second state show	10-88,pp.56
WAMO conference attracts governor	11-88,pp.31
(NY) NYSCMA 1989 annual meeting and trade show	11-88,pp.44
Lansing welcomes Michigan operators	11-88,pp.68
North Carolina stages three day expo	11-88,pp.70
AMOA moves 1989 convention site and dates	12-88,pp.3
Knupp new AMOA president	12-88,pp.30
(WI) WAMO recommends change to bylaws	12-88,pp.40
LAMOA meets to discuss common concerns	12-88,pp.52
Changing of the guard	12-88,pp.113

Sports Cages

Pop-A-Shot featured at Hall of Fame	1-88,pp.32
Pop-A-Shot promotes Robertson	4-88,pp.65
Pop-A-Shot moves to new facility	7-88,pp.44
Pop-A-Shot holds world championship	7-88,pp.51
Hoop games not brief shot of success	9-88,pp.34
Grayhound teams with Coors Light for Hoops (charity)	9-88,pp.64
Merit & Gamemasters manufacture Sooper Shooter	10-88,pp.3
Grayhound sponsor 1988 Coors Light Sharpshooter tourney	11-88,pp.3

1988 YEAR END INDEX

Countertops

U.S.Games adds to countertop	12-87,pp.40
Beat the traffic	3-88,pp.48

Cranes, Rotaries, & Redemptions

Crane legislation	12-87,pp.4
Grayhound debuts football game	3-88,pp.44
Charges dismissed in Cogdeill case	7-88,pp.44
MCMOA pushes bill to legalize cranes	7-88,pp.46
Clean Sweep approved as legal in Maine & Washington	8-88,pp.3
(NJ) Redemption game prices and prize prices go up	8-88,pp.50
(GA) Dept. of Revenue takes adverse position on cranes	9-88,pp.73
Snyder provides tips on cranes	10-88,pp.46
Quality Plush opens merchandise firm	10-88,pp.47
Grayhound has double celebration	10-88,pp.60
Cranes dispute settled in FL	11-88,pp.31
Perception is tops in crane operation	12-88,pp.109

Crime

Payoffs	12-87,pp.4
AAMA conducts raids in Chicago	2-88,pp.46
AAMA seizes games in TX-VA	12-98,pp.39

Darts

Valley names Sulkouri	1-88,pp.34
Arachnid names Hinueber	2-88,pp.48
Arachnid expands to Great Britian	3-88,pp.46
Merit games used in Challenge	3-88,pp.48
Wisconsin declares Dart Day in April	6-88,pp.29
Chris Beall joins Arachnid	6-88,pp.31
EMDIA adopts new dart rule	6-88,pp.32
Merit offers dart outer-wear	6-88,pp.34
California classic	6-88,pp.73
Bullshooter III regional continue	6-88,pp.75
U.S. team successful in Las Vegas	6-88,pp.75
Missouri open	6-88,pp.76
Great Lakes open	6-88,pp.76
Colonial Classic	6-88,pp.77
Washington state playoffs	6-88,pp.78
Cactus classic	6-88,pp.78
Merit series travels to France	6-88,pp.80
WAMO Dart Tournament	7-88,pp.53
International Team Championships of Electronic Darting	7-88,pp.54
Valley develops spider targets	8-88,pp.36
Bullshooter III climaxes nine month tour	8-88,pp.52
Hanson sponsors first off season dart tourney	9-88,pp.62
Bullshooter IV dart tourney gearing up	10-88,pp.45
Valley Team USA on tour in Japan	10-88,pp.46
Bullshooter IV regional start in IL	10-88,pp.50
Merit expands dart tournament series	11-88,pp.31
Decision on the Arachnid/Merit litigation	12-88,pp.3
Merit World Series of Darts Oct 22-23	12-88,pp.3
Arachnid releases new product line	12-88,pp.34

Distributors

Wrong distributor named	1-88,pp.10
Grommet moves up at Struve	1-88,pp.30
Hanson appoints three	1-88,pp.32
J & J opens in St. Louis	1-88,pp.32
Betson purchases Phoenix office	2-88,pp.41
Jerry Marcus/Jerry Gordon	3-88,pp.3
Kane Amusement enlarges	4-88,pp.8
Eagle promotes Chermak	4-88,pp.66
Sunbelt receives distributor award	4-88,pp.66
Dean and Bartlett form new company	4-88,pp.67
Valley presents industry awards	6-88,pp.30
Ride Dynamics names distributors	6-88,pp.32
Tekbilt handles Mars validator	6-88,pp.34
Full spectrum expands facility	6-88,pp.35
Denver company has grand opening	6-88,pp.41
Chermak joins Kane	7-88,pp.51
Sunshine hits home run with its customers	7-88,pp.60
Hilltop opens in W. Virginia	8-88,pp.37
J-S Sales promotes three	8-88,pp.37
Dynamo names Brady	8-88,pp.39
T.O.P. expands in Syracuse	8-88,pp.42
D & R celebrates silver anniversary	9-88,pp.26
Atlas distributes Litton microwave line	9-88,pp.50
C.A.Robinson promotes Tomei	10-88,pp.42
Campbell joins C.A.Robinson	10-88,pp.45
Shaffer Distributing promotes two	10-88,pp.47
Nintendo distributors gather at Pebble Beach	10-88,pp.62
Kane celebrated in Tampa	10-88,pp.66
Distributors announce dates for open houses	11-88,pp.3

General

Newmann joins Westfield	12-87,pp.39
Hokkaido & Triax merge to UA	12-87,pp.39
Kramer & Wedges/Ledges make agreement	12-87,pp.42
Chicago Fest-AMOA Expo 87 (other equipment)	12-87,pp.67
Amusement co. wins contract suit	1-88,pp.28
Game prejudice still exists	1-88,pp.33
Directory error	2-88,pp.3
Honey's, a sweet place to go	2-88,pp.24
Arachnid names Hinueber	2-88,pp.48
Redstone gets new address	2-88,pp.48
Cranes of Texas has new pre-packs	2-88,pp.50
(GA) Wico highlighted	2-88,pp.51
Prizes!-bunnies	3-88,pp.3
Mike Pace on Letterman	3-88,pp.3
Draw 80 Poker now available	3-88,pp.43
Brechner appoints six	3-88,pp.44
Phillip Morris conducts survey	3-88,pp.48
Kramer happy with High Speed Bonus	3-88,pp.50
Mars exhibits	3-88,pp.50
Directory Update	3-88,pp.134
Communidyne's mass mailing	4-88,pp.8
Kogos joins Play Meter	4-88,pp.60
PMI features summer plush	4-88,pp.60
Manne promoted	4-88,pp.65
Penn-Ray Sutra relocates	4-88,pp.72
New arrival!	4-88,pp.74
Welcome Lisa	4-88,pp.77
In memory of Abraham Fish	6-88,pp.18
Whatever happened to	6-88,pp.24
CJI names Cowles and Rattray	6-88,pp.31
Sharp Image features monitors	6-88,pp.38
In memory of Eli Schulman	7-88,pp.18
Deflation of the quarter	7-88,pp.34
Excuse the error	7-88,pp.46
(GA) Little Boy of the Year loves fussball	7-88,pp.56
Arjay Export expands office	8-88,pp.37
Standard moves	8-88,pp.38
Gleason opens Consignment City	8-88,pp.39
Amusement World expands facility	8-88,pp.39
Coreland purchases Technostar in Japan	8-88,pp.40
Snyder travels for presentations	8-88,pp.40
(NY) Dan Morin	8-88,pp.50
WMS completed acquisition of Bally's game operations	9-88,pp.3
Caire named Play Meter News Editor	9-88,pp.44
Operator Paul dies in Florida plane crash	9-88,pp.47
Breath analyzer reaps savings on bar insurance	9-88,pp.66
Japan restricts export of micro processor units	9-88,pp.72
(NY) Youth center opens in Cambridge	9-88,pp.74
(OH) Bill Levine had a grandchild	9-88,pp.74
(TX) Mickey Gilley files suit	9-88,pp.74
Excuse the error!	9-88,pp.166
Seninsky joins Snyder's firm	10-88,pp.40
IntelliCreations has Hawaiian giveaway	10-88,pp.45
United Amusements has cabinet meeting	10-88,pp.47

(NJ) Grayhound expands operations . . . 10-88,pp.51
(NJ) Hotel issued slot tokens for free play . . . 10-88,pp.51
(SC) Commission on the future of South Carolina . . . 10-88,pp.52
(TX) "Ghost" gas stations to open . . . 10-88,pp.52
Happ Controls moves to larger facilities . . . 11-88,pp.33
Deutsche Wurlitzer buys Rayco Tool . . . 11-88,pp.33
Snyder and Associates appoints Prowler . . . 11-88,pp.36
Harris relocates to Chicago area . . . 11-88,pp.38
Steve Harris and bride . . . 11-88,pp.41
Frank Bundra's kids . . . 11-88,pp.41
The Preppie President . . . 11-88,pp.56
There's Snow in Texas . . . 11-88,pp.78
Arcadia systems bought by U.K. group . . . 12-88,pp.32
Bauman, Mayhew join Veryfine Juice team . . . 12-88,pp.37
Man searching for lost coin-op father . . . 12-88,pp.37

Kiddie Rides

Ride Dynamics names distributors . . . 6-88,pp.32
Aussies successful with kiddie rides . . . 7-88,pp.50

Leagues & Tournaments

Team Dart III is announced . . . 12-87,pp.42
Dynamo sponsors Air Hockey Nationals . . . 12-87,pp.44
World Series of Darts . . . 12-87,pp.45
Thanks on a job well done . . . 12-87,pp.12
Merit dart series continues . . . 1-88,pp.33
ICMOA sets pool & dart tournament . . . 1-88,pp.34
AMOA/NDA starts dart magazine . . . 1-88,pp.37
Arachnid dart challenge continues . . . 1-88,pp.39
Merit dart series comes to Philly . . . 1-88,pp.39
Badger state cricket shoot . . . 2-88,pp.56
Fame City hosts Air Hockey event . . . 3-88,pp.44
Merit games used in Challenge . . . 3-88,pp.48
Bullshooter III tour travels to Houston . . . 3-88,pp.53
Air Hockey Challenge draws crowd in Waco . . . 3-88,pp.54
The U.S. National Video Game Team...then and now . . . 3-88,pp.88
AMOA mixes politics and pinball . . . 3-88,pp.94
(IN) IAOMA Dart Tournament and Pool Tournament . . . 4-88,pp.78
Dilly Dally's and Challenges host Air Hockey Promotions . . . 6-88,pp.69
Douty wins 10th Air Hockey title . . . 6-88,pp.70
OAMOA state team championships . . . 6-88,pp.73
California classic . . . 6-88,pp.73
Oregon state 8-ball tournament . . . 6-88,pp.74
High country pool league . . . 6-88,pp.74
Rocky Mountain invitational . . . 6-88,pp.74
Bullshooter III regional continue . . . 6-88,pp.75
U.S. team successful in Las Vegas . . . 6-88,pp.75
Missouri open . . . 6-88,pp.76
Great Lakes open . . . 6-88,pp.76
Colonial Classic . . . 6-88,pp.77
AVB/VNEA team championship . . . 6-88,pp.77
Washington state playoffs . . . 6-88,pp.78
Cactus classic . . . 6-88,pp.78
Wyoming seven state tourney . . . 6-88,pp.78
Canadian/American team invitational . . . 6-88,pp.79
Northern New York championship . . . 6-88,pp.79
Merit series travels to France . . . 6-88,pp.80
Pop-A-Shot holds world championship . . . 7-88,pp.51
North West Open . . . 7-88,pp.53
WAMO Dart Tournament . . . 7-88,pp.53
International Team Championships of Electronic Darting . . . 7-88,pp.54
Bullshooter III climaxes nine month tour . . . 8-88,pp.52
ITC makes it easy to run leagues . . . 9-88,pp.49
Hanson sponsors first off season dart tourney . . . 9-88,pp.62
1988 National Air Hockey Championships . . . 10-88,pp.3
Bullshooter IV dart tourney gearing up . . . 10-88,pp.45
Bullshooter IV regional start in IL . . . 10-88,pp.50
Merit expands dart tournament series . . . 11-88,pp.31
Merit World Series of Darts Oct 22-23 . . . 12-88,pp.3

Manufacturers

SMS promotes three . . . 12-87,pp.39
Arnold joins Nintendo . . . 12-87,pp.40
Williams stops phone production . . . 12-87,pp.40
Kaufman starts new venture . . . 12-87,pp.40
Introducing . . . Mr. Vend . . . 12-87,pp.41
Paukner leaves Kane . . . 12-87,pp.4
Technos Japan announces American Technos . . . 1-88,pp.4
Mars restructures . . . 1-88,pp.30
Nichibutsu expands . . . 1-88,pp.30
Mayoni merges with compuvend . . . 1-88,pp.30
Arachnid names Hinueber . . . 2-88,pp.48
Joe Gilbert leaves Williams . . . 3-88,pp.3
Lesley Ross now Williams Sales Manager . . . 3-88,pp.3
Bushnell re-enters coin-op . . . 3-88,pp.3
Franklin promoted . . . 3-88,pp.43
Nintendo promotes Maniscalco . . . 3-88,pp.43
Data East appoints Cozad . . . 3-88,pp.47
Van Anda to Intermark . . . 3-88,pp.48
Romstar moves . . . 4-88,pp.8
Changing positions . . . 4-88,pp.8
Dennis Sable promoted at Leland . . . 4-88,pp.8
Sharpe to Williams . . . 4-88,pp.60
Sega promotes three . . . 4-88,pp.62
Stroud promoted . . . 4-88,pp.62
Ballouz starts new company, Fabtek . . . 6-88,pp.28
Chris Beall joins Arachnid . . . 6-88,pp.31
SNK appoints Zook and Tate . . . 6-88,pp.34
Todd Erikson working for Fabtek . . . 7-88,pp.3
Taito hosts meeting . . . 7-88,pp.30
Williams appoints Fedesna and Sharpe . . . 7-88,pp.44
Pop-A-Shot moves to new facility . . . 7-88,pp.44
Bhutani head Atari sales . . . 7-88,pp.44
Grayhound names Amabile to team . . . 7-88,pp.46
Williams appoint Smolucha and Chapa . . . 7-88,pp.48
Arcadia appoints Davies to new post . . . 7-88,pp.48
Friedman named to music group post . . . 7-88,pp.48
Heidel promoted . . . 7-88,pp.50
Petit elected Sega president . . . 7-88,pp.51
Atari fun-filled business meeting . . . 7-88,pp.66
Capcom and Data East combine shows . . . 7-88,pp.68
Mr. Nakamura resigned from Atari board of directors . . . 8-88,pp.3
Bally sold pinball and video manufacturing to WMS . . . 8-88,pp.3
Romstar shines in Chicago . . . 8-88,pp.26
Sega shows new games . . . 8-88,pp.28
Lundquist becomes Axlon president . . . 8-88,pp.38
Dynamo names Brady . . . 8-88,pp.39
U.S. Games expands, Sims appointed . . . 9-88,pp.47
Axlon changes its headquarters . . . 9-88,pp.53
Tecmo announces Leitgeb promotion . . . 9-88,pp.53
Acquisition complete . . . 9-88,pp.54
Allme opens in Chicago area . . . 9-88,pp.60
Merit & Gamemasters manufacture Sooper Shooter . . . 10-88,pp.3
Bolger named sales manager for Bally . . . 10-88,pp.39
The Valley Co. changes its name . . . 10-88,pp.39
Industry veterans start Coin Concepts . . . 10-88,pp.40
Ted Bachman joins Vari-Tech . . . 10-88,pp.42
Askvig joins Arachnid Staff . . . 10-88,pp.46
Horan signs on with U.S. Games . . . 10-88,pp.47
Atari debuts Assault . . . 10-88,pp.67
Bhutani resigned from Atari . . . 11-88,pp.3
John Dillon named president of Taito . . . 11-88,pp.3
Bob Lloyd leaving Data East . . . 11-88,pp.3
Atari gives notice to the industry . . . 11-88,pp.31
Showcase moves to larger facility . . . 11-88,pp.36
Connor joins Kramer . . . 11-88,pp.36
Putt Master fully copyrighted by Troy M . . . 12-88,pp.3
Lloyd to stay at Data East . . . 12-88,pp.3
Gremlin rebate offer . . . 12-88,pp.3
Blattspieler back at Bally . . . 12-88,pp.3

Kordek named to Bally Midway post	12-88,pp.30
Valley promotes Symmonds to manager	12-88,pp.32
Taito opens european office	12-88,pp.32
Atari games forms subsidiary	12-88,pp.34
Data East promotes Musci	12-88,pp.34
Lamore joins Rowe International	12-88,pp.34
Tim Jackson's little Crystal	12-88,pp.38

Jukeboxes, Music Videos, CD's

Rowe announces home run promotion	12-87,pp.39
BMI Victory	12-87,pp.42
Rowe-surprise	12-87,pp.4
(GA) Old jukeboxes never die	12-87,pp.49
AMOA seeks support	12-87,pp.10
Super Bowl XXII	1-88,pp.4
Wrong distributor named	1-88,pp.10
Friedman leads Rowe's Customusic	1-88,pp.29
Jukebox rebates are expanded	1-88,pp.37
(PA) Videobox making a splash	2-88,pp.51
(VA) Sales through video jukebox	2-88,pp.54
Jerry Marcus/Jerry Gordon	3-88,pp.3
Rowe jukebox on set of MTV	3-88,pp.47
Dream come true at Super Bowl	4-88,pp.63
Levi's tests jeans screen	4-88,pp.67
AMOA offers jukebox brochures	4-88,pp.68
National Jukebox Week proposed	4-88,pp.68
Hanson/Seeburg sponsor CD forum	4-88,pp.74
(CO) Jukeboxes never fade away	4-88,pp.78
Rowe and RCA join in promotion	6-88,pp.30
Video games blamed in N.J	6-88,pp.32
Video Jukebox to buy station	6-88,pp.32
(OK) Jukebox Hall of Fame	6-88,pp.42
Bull's Hollow	6-88,pp.48
Friedman named to music group post	7-88,pp.48
Peltz, Yetnikoff co-chair benefit	7-88,pp.48
Rowe raises prices	7-88,pp.50
(FL) Video Jukebox Network	7-88,pp.56
AMOA plans more jukebox excitement	8-88,pp.36
Antique jukes to hit the big screen	9-88,pp.42
AMOA list top 40 jukebox singles ever	9-88,pp.54
(MA) The Palace and the Superstar Karaoke Machine	9-88,pp.73
(NJ) Number of jukeboxes licensed is down	9-88,pp.73
Rowe shows new line	10-88,pp.3
NSM introduces new Cd system	10-88,pp.40
Music industry forms association	10-88,pp.42
Zenith orders 500 Seeburgs	10-88,pp.46
AMOA Jukebox Aisle	11-88,pp.3
Newsweek music editor coming to AMOA	11-88,pp.3
104 Jukebox operators entitled to rebates	11-88,pp.36
New Jersey observes Jukebox's birthday	11-88,pp.36
Seeburg's shipments experience big jump	11-88,pp.40
Remember 1958	11-88,pp.41
Rowe debuts LaserStar and new Star series	11-88,pp.54
Lamore joins Rowe International	12-88,pp.34
RCA Records honors jukebox anniversary	12-88,pp.34
G & K Systems enters CD jukebox field	12-88,pp.34
Technology and customers dictate jukebox treatment	12-88,pp.108

Pay Telephones

PPC installs phones in GTE area	12-87,pp.40
Ernest Telecom has instant refund	8-88,pp.40

Pinballs

(OH) Collectors of pinballs	12-87,pp.49
Chicago Fest-AMOA Expo 87 (pinball)	12-87,pp.61
Data East introduced	2-88,pp.3
Bally planning resurgence in Europe	2-88,pp.3
Secret Service makes debut	3-88,pp.70
Sharpe to Williams	4-88,pp.60
Williams appoints Fedesna and Sharpe	7-88,pp.44
Williams/Data East disagree on pinball	7-88,pp.43
Williams appoint Smolucha and Chapa	7-88,pp.48
New-Way Sales has pinball school	7-88,pp.52
Bally sold pinball and video manufacturing to WMS	8-88,pp.3
Williams revises Big Guns software	8-88,pp.37
Video invasion does it up big	8-88,pp.41
A money back offer on a Premier	8-88,pp.42
(MA) Pinball doesn't lose its appeal	8-88,pp.50
WMS completed acquisition of Bally's game operations	9-88,pp.3
Flashback	9-88,pp.25
Acquisition complete	9-88,pp.54
Pennyland in 1947	11-88,pp.26
Three generations of pinball	12-88,pp.125

Trade Shows

IAAPA welcomes 547 visitors to New Orleans	12-87,pp.20
International status of AMOA	12-87,pp.24
Jaquer to be raffled at ACME	12-87,pp.42
Chicago Fest-AMOA Expo 87	12-87,pp.57
My hot picks at AMOA	12-87,pp.74
ACME seminars feature Ross and Fromm	1-88,pp.29
Blackpool exhibition set	1-88,pp.38
ACME books over 80%	2-88,pp.46
NAMA gears up for western meet	2-88,pp.48
High time in the High Sierras	3-88,pp.12
Give it your best shot	3-88,pp.43
AGE exhibits at ACME, introduces staff	3-88,pp.47
Exidy staff attends ACME	3-88,pp.50
CES showcases home market software	3-88,pp.72
Long live the king	3-88,pp.78
Exhibitors lists ACME 88	3-88,pp.115
Floor Plan ACME 88	3-88,pp.110
State association shows	4-88,pp.8
Randy From/repair school	4-88,pp.8
It was a really big show	4-88,pp.24
ACME seminars highlight show	4-88,pp.52
ACME drawings	4-88,pp.54
Play Meter-awards for excellence	4-88,pp.54
Rosen honored	4-88,pp.55
Cajun cookin' a la Reno	4-88,pp.56
The last supper	4-88,pp.56
ACME Funnies	4-88,pp.58
Nightclub/Bar expo set for Las Vegas	4-88,pp.64
Ohio and Snyder present carnival and game seminar	4-88,pp.66
Trade shows prove positive for AGE	4-88,pp.71
(IL) ICMOA 1988 annual meeting and trade show	4-88,pp.78
(IA) IOMA convention and trade show	4-88,pp.78
(OH) OCMA 14th annual expo	4-88,pp.79
(WI) WAMO 1988 convention-trade show	4-88,pp.79
IMA showcases vending and games	4-88,pp.80
British make strong showing at ATEI	4-88,pp.84
MOMA puts on a hot convention	4-88,pp.90
Irish association holds annual show	6-88,pp.35
NYSCMA holds trade show	6-88,pp.31
NAMA hosts vending show	6-88,pp.32
Nichibutsu names show winners	6-88,pp.34
AMOA gears up for next expo	6-88,pp.34
Snyder holds game seminar	6-88,pp.35
AMOANJ sponsors first trade show	6-88,pp.36
PACE to address critical issues	6-88,pp.38
Dublin show	6-88,pp.44
Todd's show review	6-88,pp.66
A dinner to remember	7-88,pp.20
Record numbers meet in Washington	7-88,pp.23
ACME picks Reno and theme for 89	7-88,pp.43
IAAPA Trade Show set for November	7-88,pp.44
AMOA sponsors regional seminars	7-88,pp.44
NYSCMA presents exhibitor awards	7-88,pp.52
(PA) PAMMA trade show	7-88,pp.56
WAMO celebrates legal cranes	7-88,pp.57

MCOA hosts Gulf Coast show	7-88,pp.64
Ohio state show returns to Columbus	7-88,pp.70
Florida outdoes itself	7-88,pp.72
NLBA expects big convention crowd	8-88,pp.38
AAMA exhibits at industry events	8-88,pp.39
Madden to speak in Reno for ACME 89	9-88,pp.44
TeleStrategies hosts Pay Phone Expo	9-88,pp.48
Bushnell to address Intertainment 88	9-88,pp.60
(PA) Jukebox, Slot Machine, & Antique Adv. Show	9-88,pp.74
Home video takes center state at CES	9-88,pp.77
NAMA predicts successful convention	10-88,pp.3
Exhibit area for AMOA Expo 88 expanded	10-88,pp.3
AAMCF will honor Bert Betti during ACME Expo 89	10-88,pp.3
AMOA Expo events are taking shape	10-88,pp.39
51 exhibitors join JAMMA show	10-88,pp.42
Nostalgia fashion show highlights ladies program	10-88,pp.48
AMOA fund raising raffle	11-88,pp.3
AMOA Jukebox Aisle	11-88,pp.3
Newsweek music editor coming to AMOA	11-88,pp.3
Nightclub, Bar and Restaurant Expo set	11-88,pp.33
Betti to be honored at ACME	11-88,pp.40
A fond farewell to Chicago	11-88,pp.90
Stealing a look at AMOA's surprises	11-88,pp.100
AMOA Expo '88 map	11-88,pp.137
AMOA Expo '88 exhibitor list	11-88,pp.140
AMOA moves 1989 convention site and dates	12-88,pp.3
Discount fares for ACME 89 available	12-88,pp.32
Vending leaders exhibit at NAMA	12-88,pp.42
Half Century Club International awards	12-88,pp.80
The winter of our discontent	12-88,pp.82
AMOA 88: What's the verdict	12-88,pp.101
Advice from a small operator	12-88,pp.104
Parallel issue dominates legislative update seminar	12-88,pp.107
Technology and customers dictate jukebox treatment	12-88,pp.108
Perception is tops in crane operation	12-88,pp.109
AMOA insurance seminar	12-88,pp.110
Outstanding banquet: "It's All On the Jukebox"	12-88,pp.111
View of the show	12-88,pp.114
My AMOA 88 show picks	12-88,pp.119

Vending

(CO) Vending machines	12-87,pp.49
(CO) Campus condom machines	12-87,pp.49
(CA) Recycling machines	12-87,pp.49
(CT) Video vending, etc	12-87,pp.50
(SC) Video vending	12-87,pp.50
Industry loses vending veteran	1-88,pp.28
Proposed law would devastate cigarette vendors	1-88,pp.29
NAMA elects new officers	1-88,pp.34
(SC) Condom machines on campus	2-88,pp.51
(SC)Condom machines on campus	2-88,pp.51
Alabama firm purchases Exidy's Rainbow	3-88,pp.50
The ultimate vending machine	3-88,pp.74
NEAP names Geraci	4-88,pp.64
Hunter and company sentenced	4-88,pp.68
(CA) Something new in vending	4-88,pp.78
P. C. World	6-88,pp.3
Lou Georges making comeback	6-88,pp.29
Condom units placed in colleges	6-88,pp.31
Cautions issued on soda machines	6-88,pp.36
(KS) Vending machines at Kansas State University	6-88,pp.42
(CA) Vu-Tron video vending machine	6-88,pp.42
(CA) Vertex and Vend-a-Video	6-88,pp.42
NVS forms new buying group	8-88,pp.38
NAMA respond to KOOP assertions	8-88,pp.38
Vending companies report rise in sales	9-88,pp.50
American Vending Sales picks Sharps	10-88,pp.42
Diebold machines enter super-markets	10-88,pp.46
(TX) From coins to cards or dollar coins	10-88,pp.52
Nationwide appoints Johnson financial chief	11-88,pp.33
Aresco named sales manager for Veryfine	11-88,pp.38
(OH) Bill proposed to ban cigarette vending machines	11-88,pp.44
Dakin, Veryfine's VP feels company is #1	12-88,pp.38
Vending leaders exhibit at NAMA	12-88,pp.42

Videos

Chicago Fest-AMOA Expo 87 (videos)	12-87,pp.61
Atari files suit	1-88,pp.29
Game Tek launches new game series	1-88,pp.30
Japanese pursue copiers	1-88,pp.32
Exidy's game a hit	1-88,pp.34
Data East introduced	2-88,pp.3
Bally planning resurgence in Europe	2-88,pp.3
Star Base Omega debuts in March	2-88,pp.41
Double Dragon draws complaints	2-88,pp.48
Capcom offers buyer's special	2-88,pp.49
WMS gives year end report	2-88,pp.50
Go Team Go	3-88,pp.38
On the road with Atari	3-88,pp.43
United Amusements/Paddle Mania	4-88,pp.8
R-Type more player friendly	4-88,pp.64
Nintendo receives target award	4-88,pp.74
Nintendo PlayChoice-10 System	6-88,pp.3
Video games blamed in N.J	6-88,pp.32
(FL) Videos eliminated by 1990	7-88,pp.56
SNK updates Fighting Golf	8-88,pp.37
Behind the scenes with the Main Event	9-88,pp.69
Home video takes center state at CES	9-88,pp.77
Toobin' gives a fun float this summer	9-88,pp.152
Exidy offers board exchange	10-88,pp.45
Atari debuts Assault	10-88,pp.67
Atari gives notice to the industry	11-88,pp.31
Capcom to release games for home use	11-88,pp.38
The answer to copying problem	12-88,pp.30
Nintendo cited among world's best firms	12-88,pp.32
Nintendo introduces bi-monthly magazine	12-88,pp.32
Taito opens european office	12-88,pp.32

INDUSTRY TRENDS, DEVELOPMENTS & PRACTICES

Industry Developments

U.S.Games adds to countertops	12-87,pp.40
Williams stops phone production	12-87,pp.40
Game Tek launches new game series	1-88,pp.30
Star Base Omega debuts in March	2-88,pp.41
Breath analyzer eases insurance	2-88,pp.42
JRW Amusements opens for business	2-88,pp.47
Bally awarded military contract	2-88,pp.47
LCI to market Nintendo items	3-88,pp.46
Valley develops spider targets	8-88,pp.36
Breath analyzer reaps savings on bar insurance	9-88,pp.66
Nintendo introduces bi-monthly magazine	12-88,pp.32
Arcadia systems bought by U.K. group	12-88,pp.32
Arachnid releases new product line	12-88,pp.34

Industry Goodwill

Jaquer to be raffled at ACME	12-87,pp.42
Raffle date changed	1-88,pp.37
ACME drawings	4-88,pp.54
Play Meter-awards for excellence	4-88,pp.54
Play Meter/RePlay	4-88,pp.60

Half Century Club	4-88,pp.62
Rowe and RCA join in promotion	6-88,pp.30
ASCAP donates to Hesch Fund	6-88,pp.35
Peltz, Yetnikoff co-chair benefit	7-88,pp.48
Covenant House receives	7-88,pp.50
Collins Foundation presents grant	7-88,pp.51
AAMA AMOA co-sponsor program	9-88,pp.47
(NY) Youth center opens in Cambridge	9-88,pp.74
Holiday Greetings!	12-88,pp.10
Man searching for lost coin-op father	12-88,pp.37

Industry Growth

(CO) Vending machines	12-87,pp.49
Technos Japan announces American Technos	1-88,pp.4
Mars restructures	1-88,pp.30
Nichibutsu expands	1-88,pp.30
Mayoni merges with compuvend	1-88,pp.30
J & J opens in St. Louis	1-88,pp.32
Multitech adds module	1-88,pp.34
Jaleco opens U.S. office	2-88,pp.39
Alter-Brechner goes international	2-88,pp.39
J-S Sales doubles office size	2-88,pp.49
WMS gives year end report	2-88,pp.50
Homeward bound	3-88,pp.23
Arachnid expands to Great Britian	3-88,pp.46
Electronic Gaming Magazine debuts	3-88,pp.47
Kane Amusement enlarges	4-88,pp.8
Condom sales boom	4-88,pp.63
Where are the champions?	6-88,pp.14
Showcase moves to larger facility	11-88,pp.36
Mardi Gras Plush enlarges facilities	11-88,pp.40
Seeburg's shipments experience big jump	11-88,pp.40
Taito opens European office	12-88,pp.32
Atari games forms subsidiary	12-88,pp.34

Industry Image

Pop-A-Shot featured at Hall of Fame	1-88,pp.32
Game prejudice still exists	1-88,pp.33
Play Meter-awards for excellence	4-88,pp.54
Rosen honored	4-88,pp.55
Half Century Club	4-88,pp.62
Dream come true at Super Bowl	4-88,pp.63
Nintendo receives target award	4-88,pp.74
(MA) Video poker for charity	4-88,pp.78
Valley presents industry awards	6-88,pp.30
ASCAP donates to Hesch Fund	6-88,pp.35
Dunis receives coin man award	6-88,pp.38
Peltz, Yetnikoff co-chair benefit	7-88,pp.48
Covenant House receives	7-88,pp.50
Communidyne donates to MADD	8-88,pp.36
AAMA AMOA co-sponsor program	9-88,pp.47
AAMA/AMOA sponsor U.S. team gameroom	9-88,pp.49
Grayhound teams with Coorslight for Hoops (charity)	9-88,pp.64
(TX) Kyle Lawrence helps industry	9-88,pp.74
Air Hockey exhibition benefits charity	10-88,pp.34
AMOA fund raising raffle	11-88,pp.3
Olympians play games before quest for Seoul gold	11-88,pp.42
Nintendo cited among world's best firms	12-88,pp.32
Half Century Club International awards	12-88,pp.80

Industries Trends

The Year in Review	12-87,pp.27
Essix lands new export contract	12-87,pp.41
(OH) Collectors of pinballs	12-87,pp.49
(CA) Recycling machines	12-87,pp.49
(GA) Old jukeboxes never die	12-87,pp.49
(CT) Video vending, etc	12-87,pp.50
(SC) Video vending	12-87,pp.50
My hot picks at AMOA	12-87,pp.74
Things are looking great all over (AMOA Wrap Up)	12-87,pp.78
Billboard-Top Ten	12-87,pp.120
State of the Industry 1987	1-88,pp.159
The best of the AMOA Part II	1-88,pp.166
Capcom offers buyer's special	2-88,pp.49
The hits keep coming for 1988	2-88,pp.77
Sustaining player attention until ACME	2-88,pp.81
Billboard Top Ten	2-88,pp.94
Equipment Poll	2-88,pp.14
Equipment Poll	3-88,pp.4
Here comes another ACME	3-88,pp.106
Equipment Poll	4-88,pp.6
What a show-reviewing the best of ACME	4-88,pp.134
Equipment Poll	6-88,pp.5
More ACME picks	6-88,pp.84
Equipment Poll	7-88,pp.8
The impact of home video games	7-88,pp.85
Equipment Poll	8-88,pp.10
Equipment Poll	9-88,pp.8
1988 Fall Buyer's Guide	9-88,pp.81
Toobin' gives a fun float this summer	9-88,pp.152
Equipment Poll	10-88,pp.6
Billboard Top Ten	10-88,pp.58
Equipment Poll	11-88,pp.6
A Sneak Peek at the AMOA show	11-88,pp.116
Billboard Top Ten	11-88,pp.147
We'll all remember the war of 88	12-88,pp.20
The Year in Review	12-88,pp.20
Billboard Top Ten	12-88,pp.70

General

Condom units placed in colleges	6-88,pp.31
Murphy's law re-visited	6-88,pp.58
Traveling down coin-op's memory lane	10-88,pp.18

Plush Supplies

Top 3 merchandise items	12-87,pp.90
Safari, so good	1-88,pp.168
Annual sweetheart day delights	1-88,pp.168
Alter-Brechner goes international	2-88,pp.39
Cranes of Texas has new pre-packs	2-88,pp.50
Oh, so cute	3-88,pp.102
Prizes!-bunnies	3-88,pp.3
PMI features summer plush	4-88,pp.60
Springtime selections add sizzle	4-88,pp.121
Hard goods	6-88,pp.90
(NJ) Redemption game prices and prize prices go up	8-88,pp.50
Brechner to begin supplying kits	9-88,pp.50
Halloween's Hot Items	9-88,pp.151
Quality Plush opens merchandise firm	10-88,pp.47
Beam me into the prize chute, Scotty	10-88,pp.68
Mardi Gras Plush enlarges facilities	11-88,pp.40
Variety adds spice to cranes	11-88,pp.104
'Tis the season to maximize crane profits	12-88,pp.124

REGULAR FEATURES

Coinman Interview

Jim Stansfield	12-87,pp.32
Gene Cramm	2-88,pp.26
Brad Brown	3-88,pp.32
Wally Bohrer	11-88,pp.83
Dick Adams	12-88,pp.62

Company Profiles

Winning Creations	12-87,pp.22

Keep games collecting dollars, not dust	3-88,pp.65
Leland's winning team	6-88,pp.26
PMI goes international	8-88,pp.44
Premier charts path to successful future	11-88,pp.58
Born in the USA	12-88,pp.56

Cover Stories

Go ahead, make my crane (Prizes!)	2-88,pp.16
Konami-stresses the human element	3-88,pp.20
SMS thrives on a team effort	4-88,pp.17
Fore! Watch out for SNK!	7-88,pp.26
Playing for keeps at Nintendo	8-88,pp.20
The chips are here!!	9-88,pp.22
Building the present with help from the past	11-88,pp.14
At Williams, the challenge comes from within	12-88,pp.16

Franks's Cranks

Amusement park memories	12-87,pp.97
My opinion on the parallel board issue	3-88,pp.104
ACME '88 hot picks	4-88,pp.130
Regional trade shows may be best avenue	7-88,pp.89
AMOA and coin-op industry well known in Washington	8-88,pp.79
Rowe bill changers	9-88,pp.154
How to save money on car expenses	11-88,pp.106
My AMOA 88 show picks	12-88,pp.119

From the Editor

Are games too costly to begin with?	1-88,pp.16
Welcome back, Equipment Poll	2-88,pp.12
Walk a mile in the other guys shoes	3-88,pp.10
Play me a memory	6-88,pp.10
Industry changes make it stronger	7-88,pp.14
Don't stop now	8-88,pp.14
The choice is yours	9-88,pp.20
Is it a win-win situation?	10-88,pp.12
Mom, you just don't understand	11-88,pp.10
Whatever happened to women's hats	12-88,pp.8

Guest Commentaries

International status of AMOA	12-87,pp.24
Dear Operator	2-88,pp.18
A parallel situation overseas	3-88,pp.66
There's no place like home	6-88,pp.23
Dream on, in the world of video game excitement	8-88,pp.18
Travel proves enlightening	8-88,pp.46
Whatever happened to the Volkswagen Beetle	9-88,pp.28
View of the show	12-88,pp.114

Letters

AMOA seeks support	12-87,pp.10
Thanks on a job well done	12-87,pp.12
Wrong distributor named	1-88,pp.10
A pleasure working with you	1-88,pp.10
Left out	2-88,pp.10
Williams F-14 Tomcat ad-too old	3-88,pp.8
Question about poll	4-88,pp.12
Contract holds up	6-88,pp.12
Great show	6-88,pp.12
Welcome to California	6-88,pp.12
Insurance	7-88,pp.12
With deep appreciation	7-88,pp.12
Murphy appreciated	8-88,pp.12
Jukeboxes important	9-88,pp.10
Movin' on out	9-88,pp.12
Contest over	9-88,pp.16
Buyer beware	9-88,pp.16
Minor error	10-88,pp.8
Disappointed	10-88,pp.8
Thanks AMOA	10-88,pp.10
Basketball blues	11-88,pp.8
Bullsheets	12-88,pp.14
Actions Cards	12-88,pp.14

Management

The facts about FAX	12-87,pp.92
The art of effective delegation	2-88,pp.58
How to select a business lawyer	2-88,pp.62
Dangers in using an employee's auto	2-88,pp.63
What is your business really worth	3-88,pp.56
Your own newsletter can sell for you	3-88,pp.80
Are you a candidate for burnout	6-88,pp.87
Proper letter writing	6-88,pp.88
The why and how of equipment budgeting	7-88,pp.75
Buying an amusement business	8-88,pp.30
Speak softly, and carry a big business card	8-88,pp.48
Play money a rewarding reality for operations	11-88,pp.19
You are what you drive	11-88,pp.28
Proceed with caution before signing contracts	12-88,pp.72
AMOA insurance seminar	12-88,pp.110

New Products

The Real Ghostbusters (Data East)	12-87,pp.122
TKO Boxing (Data East)	12-87,pp.122
Airwolf (Hokkaido/United Amusement)	12-87,pp.122
Quarterback (Leland)	12-87,pp.122
Dungeon & Dragons (Bally)	12-87,pp.123
Super 6 Plus (Arachnid)	12-87,pp.123
Guerilla War (SNK)	12-87,pp.123
Opertion Wolf (Taito)	12-87,pp.124
Quick Shot (Design Plus)	12-87,pp.124
Tecmo Bowl (Tecmo)	12-87,pp.124
Galaxy Blaster (Hollywood Merchandising)	12-87,pp.125
Pyros (Taito)	12-87,pp.125
Pyros (Taito)	12-87,pp.125
Homestretch (Select-A-Winner)	12-87,pp.125
Blades of Steel (Konami)	12-87,pp.126
American Football (Tecmo)	12-87,pp.126
R-Type (Nintendo)	12-87,pp.126
Restyled condom units (LJP)	12-87,pp.127
Big Guns (Williams)	12-87,pp.127
Time Soldiers (Romstar)	12-87,pp.127
Master Shot Basketball (Gamemasters)	12-87,pp.128
Vending Unit (Allison Devices)	12-87,pp.128
Crown Jewels (Showcase)	12-87,pp.128
Condom Vendor (Protocol)	12-87,pp.129
Funny Fone (Redstone)	12-87,pp.129
Victory (Premier)	12-87,pp.129
Pacmania (Atari)	12-87,pp.130
Gold Mine (Williams)	12-87,pp.130
Xybots (Atari)	12-87,pp.130
GTC-100 universal cabinet (Taito)	1-88,pp.170
Tiger Road (Romstar)	1-88,pp.170
Grabb 'Em (Golden Touch)	1-88,pp.170
Championship Basketball (Grayhound)	1-88,pp.171
Instant Photo Fun (Photo Vend)	1-88,pp.171
Treasure Hunt (Kramer)	1-88,pp.171
Silver Dollar Saloon (Johnston)	1-88,pp.172
U-235 Meltdown (Rainbow)	1-88,pp.172
Twin Cobra (Romstar)	1-88,pp.173
Smart Guard (Smart Ind.)	1-88,pp.173
Legion, Terra Force (Nichibutsu)	1-88,pp.173
A-Jax (Konami)	2-88,pp.84
Shinobi (Sega)	2-88,pp.84
Space Station (Williams)	2-88,pp.84
Compu-Scale (Mayoni)	2-88,pp.85
Goindol (Sharp Image)	2-88,pp.85
Extermination (World Games)	2-88,pp.85
Aargh (Arcadia Systems)	2-88,pp.86
Kramer Kits (Kramer)	2-88,pp.86
Gemini Wings (Tecmo)	2-88,pp.86

1988 YEAR END INDEX

Super Dodge Ball (Leland)	2-88,pp.87
Diamond Lady (Premier)	2-88,pp.87
Blasteoids (Atari)	2-88,pp.87
Draw 80 (SMS)	3-88,pp.125
Secret Service (Data East)	3-88,pp.125
Free Kick (Merit)	3-88,pp.125
The Big Joke (Grayhound)	3-88,pp.126
Escape from the Lost World (Bally)	3-88,pp.126
Vigilante (Data East)	3-88,pp.126
Lotto Fun (Betson)	3-88,pp.127
Gypsy (Mr. Vend)	3-88,pp.127
Sweepstakes (Entertainment Enterprises)	3-88,pp.127
Action Claw (Betson)	3-88,pp.128
Table Top Phone (ORPCO)	3-88,pp.128
Oscar (Data East)	3-88,pp.128
Super Contra (Konami)	4-88,pp.139
VS. Top Gun (Konami)	4-88,pp.139
Haunted Castle (Konami)	4-88,pp.139
Kick 'N Catch (Johnston)	4-88,pp.140
Thunder Blade (Sega)	4-88,pp.140
Dinoclaw (Kramer)	4-88,pp.140
Lotto Love (Astro Vision)	4-88,pp.141
Pro Quarterback (Konami)	4-88,pp.141
Designer Classic 100 (USA Pharmaceutical)	4-88,pp.141
Vindicators (Atari)	4-88,pp.142
Cyclone (Williams)	4-88,pp.142
Blasted (Bally/Midway)	4-88,pp.142
Galaga 88 (Atari)	4-88,pp.143
Blackwater 100 (Bally/Midway)	4-88,pp.143
Ziggy the Clown (Mayoni)	4-88,pp.143
TX-Sector (Premier)	4-88,pp.144
Pit Boss II (Merit)	4-88,pp.144
Guess-A-Sketch, Super Triv III (Status)	4-88,pp.144
Pub Time Premier Edition (Merit)	4-88,pp.145
Robo Photo (Photo Vend)	4-88,pp.145
Shoot to Win! II (Smart)	4-88,pp.145
Bull's Eye (Sega)	6-88,pp.91
Hot Shots (Vari-Tech)	6-88,pp.91
Heavy Barrel (Data East)	6-88,pp.91
Top Shooter (Taito)	6-88,pp.92
Paddle Mania (United Amusements)	6-88,pp.92
Pot Shot (Atari)	6-88,pp.92
Silk Worm (Tecmo)	6-88,pp.93
Superstar Basketball (Kramer)	6-88,pp.93
Print 'Ur Own Stickers	6-88,pp.93
Last Duel (Capcom)	6-88,pp.94
Viper (Leland)	6-88,pp.94
Streak Shooter (Streak Shooter)	6-88,pp.94
Ninja Warriors (Romstar)	6-88,pp.95
Rabbit Punch (Bally)	6-88,pp.95
Rush Hour (U.S. Games)	6-88,pp.95
Lee Trevino's Fighting Golf (SNK)	6-88,pp.95
Joke Boy (Redstone)	6-88,pp.96
Classic (Seeburg)	6-88,pp.96
Love Analyzer (Communidyne)	6-88,pp.96
Kageki, Thundercade (Romstar)	6-88,pp.97
Model 496 (Rock-Ola)	6-88,pp.97
Turbo Porsche (Coastal Amusement)	6-88,pp.97
Nostalgia Bubbler (Rowe)	7-88,pp.93
Capcom Bowling (Capcom)	7-88,pp.93
Honest Dealer (Drews)	7-88,pp.93
Leader Board Gold (Arcadia)	7-88,pp.93
Twin Eagle (Taito)	7-88,pp.94
Double Skill Crane (SMS)	7-88,pp.94
Bad Dudes (Data East)	7-88,pp.94
Updated Countertops (Mayoni)	7-88,pp.95
Mr. Muscle (Zamperla)	7-88,pp.95
Tournament Master (Intermark)	7-88,pp.96
The Gobbler (SMS)	7-88,pp.96
The Main Event (Konami)	7-88,pp.96
Robo War (Premier)	8-88,pp.84
Altered Beast (Sega)	8-88,pp.84
Toobin' (Atari)	8-88,pp.84
Who Dunit (Exidy)	8-88,pp.85
Hot Rod (Sega)	8-88,pp.85
Desktop Pay Phone (Pay Phone Co.)	8-88,pp.85
Foosball 2000 (Brady)	8-88,pp.86
Final Lap (Atari)	8-88,pp.86
Tournament Soccer (Penn-Ray Sutra)	8-88,pp.86
Strike Zone (Leland)	8-88,pp.87
City CD Combi (NSM-Loewen)	8-88,pp.87
Pokerroll (SMS)	9-88,pp.158
Sooper Shooter (Merit)	9-88,pp.158
Chopper I (SNK)	9-88,pp.158
Banzai Run (Williams)	9-88,pp.159
HS-4 Cabinet (Dynamo)	9-88,pp.159
Streak Shooter Jr. (Streak Shooter)	9-88,pp.159
Turbo Drive (United Artists)	9-88,pp.160
Assault (Atari)	9-88,pp.160
Super skill Dozer (Kramer)	9-88,pp.160
Touchdown (Grayhound	9-88,pp.161
Super Spin Out (Gamemasters)	9-88,pp.161
Lotto (Leisuretime)	9-88,pp.161
Swords of Fury (Williams)	9-88,pp.162
Action Lotto, Quicksilver (Showcase)	9-88,pp.162
P.O.W. (SNK)	9-88,pp.162
The Lineman (TAMCO)	9-88,pp.163
Popcorn Vendor (Snak-Stix)	9-88,pp.163
Compute-A-Pulse Scale (Compu-A-Pulse)	9-88,pp.163
Forgotten Worlds (Capcom)	10-88,pp.73
Rally Bike (Taito)	10-88,pp.73
Pro Passer (U.S. Games)	10-88,pp.73
Rough Ranger (Capcom)	10-88,pp.74
Play Choice Kit (Nintendo)	10-88,pp.74
Cyberball (Atari)	10-88,pp.74
Devastators (Konami)	10-88,pp.75
Sky Soldiers, China Gate (Romstar)	10-88,pp.75
Space Train (Casino Coin)	10-88,pp.75
Cabal (Fabtek)	11-88,pp.125
LaserStar (Rowe)	11-88,pp.125
Ninja Gaiden (Tecmo)	11-88,pp.125
Taxi (Williams)	11-88,pp.126
Lucky Lotto Pic (Quality Man.)	11-88,pp.126
Excalibur (Premier)	11-88,pp.126
'88 Games (Konami)	11-88,pp.128
V'Ball (Taito)	11-88,pp.128
Quarterflash (Perceptive Resources)	11-88,pp.128
Convert-A-Game System (Maximum Marketing)	11-88,pp.130
Selecta (Pro-Circuitry)	11-88,pp.130
Super 6 Plus (Arachnid)	11-88,pp.130
Power Drift (Sega)	11-88,pp.132
Chase H.Q. (Taito)	11-88,pp.132
Torpedo Alley (Data East)	11-88,pp.132
Time Machine (Data East)	12-88,pp.130
Top Dawg (Williams)	12-88,pp.130
Bad Girls (Premier Technologh)	12-88,pp.130
P-47 (Jaleco)	12-88,pp.131
Turtleship (Sharp Image)	12-88,pp.131
Atomic Runner Chelnov (Data East)	12-88,pp.131
Cobra Command (Data East)	12-88,pp.131
Team Quarterback (Leland)	12-88,pp.132
Skate Kid Bros. (Two Bit Score)	12-88,pp.132
Wedges/Ledges II (Wedges/Ledges)	12-88,pp.132
Carmen the Talking Gypsy (Mayoni)	12-88,pp.133
Showdown (Exidy)	12-88,pp.133
Sharp Shooter (Gamemasters)	12-88,pp.133
Narc (Williams)	12-88,pp.134
Putt Master (Troy M)	12-88,pp.134
Truck Stop (Bally)	12-88,pp.134
Org (Amusement Inc.)	12-88,pp.135

Riviera (Coin Concepts)	12-88,pp.135
Vegas Vendor (Coastal Amusment Dist.)	12-88,pp.135
Ghouls 'N Ghosts (Capcom)	12-88,pp.136
Genie Games (Merit)	12-88,pp.136
Super Pit Boss (Merit)	12-88,pp.136
Double Dragon II-The Revenge (Technos & Romstar)	12-88,pp.136

Operators

Parallels & copies: an operator's opinion	1-88,pp.24
Amusement co. wins contract suit	1-88,pp.28
Inmemory of Dave Epstein	2-88,pp.20
Look out operators-the elephants are stampeding	2-88,pp.22
Do you operate basketball games?	9-88,pp.40
Operator Paul dies in Florida plane crash	9-88,pp.47
What are the important factors in running an arcade	10-88,pp.28
An operator's story	11-88,pp.24
Red Baron/Taito case, it's affect on the industry?	11-88,pp.64
How have your collections been?	12-88,pp.28
Advice from a small operator	12-88,pp.104

Open Houses

Phoenix Coin-Op	1-88,pp.42
Kane Dist	1-88,pp.45
New England Coin-Op	1-88,pp.48
Mountain Coin-Phoenix	1-88,pp.50
Peach State	1-88,pp.52
Betson Enterprises-N.J	1-88,pp.54
Mondial	1-88,pp.56
Birmingham Vending-Orlando	1-88,pp.59
Atlas hosts annual party	2-88,pp.32
T.O.P. holds tremendous party	2-88,pp.34
Mountain Coin-Denver welcomes crowd	2-88,pp.36
Denver company has grand opening	6-88,pp.41
Atlas/Grand Rapids hosts open house	6-88,pp.41
Betson Advance	6-88,pp.50
Sunbelt Distributing	6-88,pp.52
Active Amusement	6-88,pp.53
Greater Southern	6-88,pp.55
Kane opens new game room	7-88,pp.28
Sunshine hits home run with its customers	7-88,pp.60
Kane celebrated in Tampa	10-88,pp.66
Distributors announce dates for open houses	11-88,pp.3
Sunshine takes customers to the ballpark	11-88,pp.75
Eastern introduces customers to Rowe Laser Star	12-88,pp.67

Tax Tips

1987-Great year for year end tax planning	12-87,pp.105
New 401(k) pitfall for higher paid employees	2-88,pp.73
Advice for tax returns	2-88,pp.65
How to incorporate tax free	2-88,pp.73
Pump up your travel deductions	2-88,pp.73
Beware the auto loan trap for employees	2-88,pp.74
An easy way to transfer your business tax free	3-88,pp.96
Best bang for your tax buck-qualified plans	4-88,pp.126
Manna from Uncle	4-88,pp.126
IRS holds new business valuation club	4-88,pp.128
Constructive receipt range is under 40 miles	4-88,pp.128
How much is too much salary for a shareholder	6-88,pp.82
When separate returns make more sense	6-88,pp.82
Some points about deducting mortgage refinancing pts	6-88,pp.83
IRS learns that only God can make a tree	6-88,pp.83
IRS scrutinizes financial statements	7-88,pp.83
Parental support and tax shelters	7-88,pp.83
Plop Plop Fizz Fizz, speedy relief for stock losses	7-88,pp.84
Tax soft spot for self employed	7-88,pp.84
Business meals double tax pleasure	8-88,pp.82
Warning: don't mess with payroll taxes	8-88,pp.82
Transferring a business to the kids	8-88,pp.82
Penalty-free IRA withdrawals	8-88,pp.83
Construct your house with company cash	9-88,pp.156
Home grown tax savings	9-88,pp.156
Buy-Sell pegs value of business	9-88,pp.157
IRS goes too far	9-88,pp.157
Dealing with audits, interest, and inventories	10-88,pp.71
Tales of the unexpected	11-88,pp.120
Year end tax planning reaps springtime harvest	12-88,pp.126

Technical Topics

Xenophobe intermittent reset lock-up	12-87,pp.109
Solving the problem of broken wire gates	12-87,pp.110
ACME seminars feature Ross and Fromm	1-88,pp.29
Multitech adds module	1-88,pp.34
Helpful Hints-Atari joysticks	1-88,pp.165
Helpful Hints-Crane Percentaging	1-88,pp.165
Helpful Hints-Bally Pins	1-88,pp.165
Helpful Hints-Williams' Fire pinball	1-88,pp.165
Sega service bulletin	1-88,pp.165
Nintendo game tips	2-88,pp.83
Double Dragon, Chexx, and Williams' pins	3-88,pp.101
Merit's model 5000 Crick-Kits	3-88,pp.101
Randy From/repair school	4-88,pp.8
Heavy Metal power amp shot	4-88,pp.124
Rabbit Punch wiring chart	4-88,pp.124
Formica magic	7-88,pp.90
Machine saving repairs and route collections	8-88,pp.54
Mondo Bondo	8-88,pp.56
Replacing picture tubes	8-88,pp.57
Fromm conducts monitor repair school	8-88,pp.63
Inexpensive and easy to use (digital multimeter)	8-88,pp.66
Repair log—reflections of a routeman	9-88,pp.153
Repair Log	10-88,pp.69
Repairing Raster monitors	11-88,pp.110
Tapes provide economical technical help	11-88,pp.112
Three generations of pinball	12-88,pp.125

Ten Years Ago

AMOA 1977	12-87,pp.121
Electromechanical games on the way out	1-88,pp.41
78-very good year	2-88,pp.76
Women in the industry	4-88,pp.22
Pinball wins state victory	6-88,pp.68
Pinball attacked by politicians	7-88,pp.32
Cleanliness matters, today and yesterday	8-88,pp.34
Getting off to a good start	9-88,pp.32
The industry faces a crisis	10-88,pp.55
Industry Invaded!	11-88,pp.62
The industry beginning its climb	12-88,pp.68

Trade Accessories

Electronic totalizers	12-87,pp.131
Touch screen for MacIntosh	12-87,pp.131
Color video FAX	12-87,pp.131
Advanced tool kit	12-87,pp.131
Pin & socket connectors	12-87,pp.132
Sonex 1 baffles	12-87,pp.132
Low cost display module	12-87,pp.132
Maintenance catalog	12-87,pp.132
Epoxy resin system	12-87,pp.132
Phone cabinet	12-87,pp.132
Remote Locator	2-88,pp.89
Parts tester	2-88,pp.89
Electronic series	2-88,pp.89
Electronic series	2-88,pp.89
Power Protectors	2-88,pp.89
Tool catalog	2-88,pp.90
Equipment belt	2-88,pp.90
Smart Business Card	2-88,pp.90
Display selector	2-88,pp.90
Card reader	2-88,pp.91
Software package	2-88,pp.91

Hasp lock	2-88,pp.91
Vending repair kit	2-88,pp.91
Proximity switches	2-88,pp.91
Hinged connector	2-88,pp.92
Ranger Tops	2-88,pp.92
Ranger Tops	2-88,pp.92
Clear Capsules	3-88,pp.130
Card reader	3-88,pp.130
Brandt bulletin	3-88,pp.130
Purchase program	3-88,pp.130
JTK-6 tool kit	3-88,pp.131
Software package	3-88,pp.131
Switching power supplies	3-88,pp.131
Acoustical material	3-88,pp.131
No-Frills Flip Display	3-88,pp.131
Jensen service kit	4-88,pp.146
ES Touch Screen	4-88,pp.146
Free catalog	4-88,pp.146
Security envelopes	4-88,pp.146
Gem Top expands	4-88,pp.147
Automated vendor tracking system	6-88,pp.98
Coin hopper	6-88,pp.98
Digital multimeter	6-88,pp.98
Stackerless bill acceptor	6-88,pp.98
Forklift truck	6-88,pp.99
Security bar S-19	6-88,pp.99
Jensen catalog	6-88,pp.99
Power protectors	6-88,pp.99
Electronic testing	6-88,pp.99
Beverage selections	7-88,pp.97
EPROM manual	7-88,pp.97
Condom varieties	7-88,pp.97
Time sheet option for software system	7-88,pp.97
Hand-held counter	7-88,pp.98
Ultra Miniture Sub-D connectors	7-88,pp.98
Soft handle for D-J counters	7-88,pp.98
JAMMA tester	7-88,pp.98
Electronic controls	8-88,pp.88
Customusic systems	8-88,pp.88
Star Tech manuals	8-88,pp.88
Security devices	8-88,pp.88
Laser beam toy	8-88,pp.89
Tax worksheet	8-88,pp.89
Vending alarm	8-88,pp.89
Jet Sort 300	8-88,pp.89
Bonding compound	8-88,pp.90
Self-seal bag	8-88,pp.90
Graphic LCD module	8-88,pp.90
Touch screen	8-88,pp.90
History of the coin machine	8-88,pp.90
Solder systems	8-88,pp.90
LED totalizers	8-88,pp.91
Cd loudspeakers	8-88,pp.91
Repair tapes	8-88,pp.91
Timely protection	8-88,pp.91
Pro joysticks	9-88,pp.164
Telecharge phone	9-88,pp.164
Studio monitor	9-88,pp.164
Power conditioner	9-88,pp.164
Rust retardant	9-88,pp.164
Pen Point Tablet	9-88,pp.165
Noise baffles	9-88,pp.165
Mighty Mite Counter	9-88,pp.165
Supertwist LCD's	9-88,pp.165
Instrument enclosures	9-88,pp.166
Illustrated Pinball Guide	10-88,pp.76
Roto-Vault Safe	10-88,pp.76
Miniature counter	10-88,pp.76
Electronics Texts	10-88,pp.76
SPS-Standby power source	10-88,pp.77
Maxi-Inverter	10-88,pp.77
Vegetable juice for vending units	10-88,pp.77
Protective foam	10-88,pp.77
Memory Module	10-88,pp.77
Epoxy adhesive	10-88,pp.78
Jupiter LED Lamps	10-88,pp.78
Credit Control Unit	11-88,pp.133
Cash Controller	11-88,pp.133
Circular connectors	11-88,pp.133
Security bar	11-88,pp.133
Decorations catalog	11-88,pp.133
Open barrel counters	11-88,pp.134
Fruit Juice medley	11-88,pp.134
Fruit Juice medley	11-88,pp.134
Computer software	11-88,pp.134
Mini-Terminal	11-88,pp.134
Stripping agent	11-88,pp.135
Hydraulic Liftgates	12-88,pp.137
Bill acceptor	12-88,pp.137
Free tool catalog	12-88,pp.137
Ranger top caps	12-88,pp.137
Acoustical materials	12-88,pp.138
Polymer system	12-88,pp.138
Data converter	12-88,pp.138
One-step connectors	12-88,pp.138
Maintenance kit	12-88,pp.138
Maintenance kit	12-88,pp.138

Up Front

Tracing the violence factor	12-87,pp.18
What's so bad about feeling good	4-88,pp.14
Building good community relations	7-88,pp.16
Pinballs suffer from lack of typecasting	8-88,pp.16
How I spent my summer vacation	10-88,pp.16
Time warp to the 50's	11-88,pp.12
Mission: Impossible	12-88,pp.12

View Point

AMOA president Hawkins on counterfeit games	12-87,pp.51
Ballouz, AAMA-operation of counterfeit games	1-88,pp.18
Manufacturers not fair to operators	6-88,pp.62
Parallel issue becomes clear	6-88,pp.72

GOVERNMENT/LEGAL

Copyrights

Atari files suit	1-88,pp.29
Japanese pursue copiers	1-88,pp.32
Dear Operator	2-88,pp.18
Parellel boards returned	2-88,pp.39
Korea firm on copyrights	2-88,pp.39
Arachnid verdict upheld in appeal	2-88,pp.46
Glendale acts against copies	2-88,pp.50
Suite filed	3-88,pp.48
My opinion on the parallel board issue	3-88,pp.104
AAMA must fight	4-88,pp.65
Canadian copyright laws in for overhaul	7-88,pp.3
Red Baron case gets new ruling	7-88,pp.43
Williams/Data East disagree on pinball	7-88,pp.43
Red Baron, Taito case	9-88,pp.3
Virginia judge sees parallet games as legal	10-88,pp.30
Canadian companies plead guilty to fraud	10-88,pp.39
Counterfeit Double Dragon boards	11-88,pp.3
Putt Master fully copyrighted by Troy M	12-88,pp.3

1988 YEAR END INDEX

Gambling

Payoffs 12-87,pp.4
Kids & video pokers 3-88,pp.3
Belgian companies are threatened 4-88,pp.68
(IL) Illegal gambling at Tumble Inn Tavern 6-88,pp.42
Video card games outlawed in MS 9-88,pp.3
(GA) Dept. of Revenue takes adverse position on cranes 9-88,pp.73
(PA) Police seized 2 video poker games 9-88,pp.74
Mississippi and operators compromise on card games 10-88,pp.32
(NH) Authorities arrest 13 and seize 32 video pokers 10-88,pp.51
(SD) Lottery commission wants to do lotto 12-88,pp.40

General

OH & IL congressman oppose $1 coin 12-87,pp.42
BMI Victory 12-87,pp.42
(OH) Defense fund 12-87,pp.49
(NJ) Township ordinance 12-87,pp.50
Counterfeits seized 4-88,pp.67
Hunter and company sentenced 4-88,pp.68
Belgian companies are threatened 4-88,pp.68
Fay confers with U.K. customs 4-88,pp.70
(OK) Attempted video heist 4-88,pp.78
BACTA wins appeal in U.K. video case 4-88,pp.87
Florida cranes in limbo state 6-88,pp.35
Mark Hampton filed suite 7-88,pp.3
Federal Court of Appeals in Phil. reverses decision 7-88,pp.3
Coin operated machines re-classified for insurance 7-88,pp.3
Charges dismissed in Cogdeill case 7-88,pp.44
Clean Sweep approved as legal in Maine & Washington 8-88,pp.3
Sixteen people arrested in Jefferson for gambling 8-88,pp.3
AMOA gives view on parallel boards 9-88,pp.44
Japan restricts export of micro processor units 9-88,pp.72
(NE) Video poker games 9-88,pp.73
(NY) Debate over law regulating games 10-88,pp.51
(OH) Searches of liquor establishments unconstitutional 10-88,pp.51
Nintendo suing Camerica Ltd 11-88,pp.36
Decision on the Arachnid/Merit litigation 12-88,pp.3
Taito appealed decision of Aug. 31 . . . . 12-88,pp.3
(NJ) Attempt to legalize merchandise games failed 12-88,pp.40

Legislation

Crane legislation 12-87,pp.4
Proposed law would devastate cigarette vendors 1-88,pp.29
Fay confers with U.K. customs 4-88,pp.70
Chicago council adopts ordinance 4-88,pp.74
(IL) Ban on pinball, jukeboxes, and darts lifted 4-88,pp.78
BACTA wins appeal in U.K. video case 4-88,pp.87
Crane games now legal in Wisconsin 6-88,pp.28
AAMA endorses Berne Convention 6-88,pp.30
Video game legislation 6-88,pp.46
Copiat case clears court 7-88,pp.40
MCMOA pushes bill to legalize cranes 7-88,pp.46
(FL) Videos eliminated by 1990 . . . . 7-88,pp.56
OCMA opposes proposed bill 9-88,pp.3
OCMA mounts opposition 9-88,pp.60
(NJ) Senate Bill 1393 and Assembly Bill 3196 . . . . 9-88,pp.73
AMOA urges members to take action on 2 bills in Congress . . . 10-88,pp.3
Danville proposes video ordinance 11-88,pp.31
(MI) Dearborn Heights make crane type games legal 11-88,pp.44
(NY) Bill to be corrected 11-88,pp.44
(OH) Bill proposed to ban cigarette vending machines 11-88,pp.44
(PA) House Bill 9 would repeal local tax 11-88,pp.44
(CANADA) Arcades still closed to children under 18 . . . . 12-88,pp.40
Parallel issue dominates legislative update seminar 12-88,pp.107

Licensing

Game prejudice still exists 1-88,pp.33
Jukebox rebates are expanded 1-88,pp.37
(FL) FAVA working with law firm 2-88,pp.51
(IL) New Ordinance 4-88,pp.78
LAMOA Combats rise in license fees 6-88,pp.3
(NJ) Arcade has too many videos for license 6-88,pp.42
(NJ) Arcade owner has trouble getting licenses 7-88,pp.56
(NY) Lackawanna license fee crackdown 7-88,pp.56
LAMOA battles rise in license fees 10-88,pp.40
Cranes dispute settled in FL 11-88,pp.31
(NJ) Betson gets lower license fees 11-88,pp.44
(IL) Lombard license fees highest in the state 12-88,pp.40

Taxes

Operators must be careful with 1099s 4-88,pp.71
Illinois court grants exemption 8-88,pp.40
(PA) House Bill 9 would repeal local tax 11-88,pp.44

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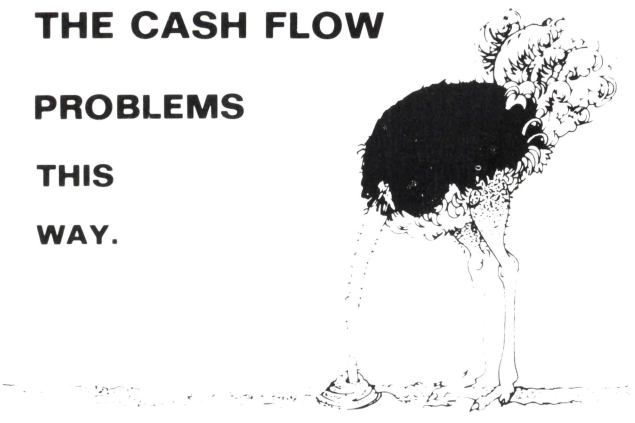

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2)	ace novelty	27
3)	acme	89
4)	acme premium co.	139
5)	active amusements	107
6)	adastra	25
7)	all coin equip. co.	113
8)	all star music co.	129
9)	altec mfg	34
10)	american shuffleboard	36
11)	american technos	11
12)	american vending sales	87
13)	a.m.o.a.	111
14)	arachnid	cover 4
15)	arcadia	11
16)	arjay exports	92
17)	atlas dist.	88, 109
18)	audio visual amusements	99
19)	bally (midway mfg.)	35
20)	betson	37, 39
21)	betson pacific	79
22)	birmingham vending	77
23)	bob's space racers	39
24)	bonita marie	133
25)	brady dist.	104
26)	brady novelty	137
27)	the brass register	113
28)	c. a. robinson	81
29)	carousel	40
30)	central dist.	100
31)	coastal amusements	43
32)	coin concepts inc.	42
33)	coin data	33, 131
34)	colorado game exchange	78
35)	cummins-allison co.	152
36)	data east	19
37)	deltronics labs	174
38)	don's records	150
39)	doyle & assoc.	45
40)	drew's dist.	110
41)	dunis	120
42)	dynamo	153
43)	eagle dist.	83
44)	eagle lift	133
45)	eastern dist.	109
46)	exidy	41
47)	fabtek	47
48)	50th state coin-op	114
49)	foxtronics	49
50)	gamemasters	42, 51, 114, 148
51)	grand products	48
52)	grayhound electronics	41
53)	great lakes dart dist.	159
54)	greater southern dist.	85
55)	green coin machine	97
56)	happ controls	160
57)	hilltop dist.	121
58)	h.m.s. monaco	140
59)	hoffman & hoffman	175
60)	hollywood creations	140
61)	imagination leisure	53
62)	innovative industries	143
63)	jack's amusement co.	78
64)	kane dist.	98
65)	konami	cover 2
66)	laramie interests	149
67)	leiberman music	96
68)	leland	14-15
69)	louise's harness shop	161
70)	mali	161
71)	mardi gras plush	145
72)	mayoni	55
73)	meltec	57
74)	merit	13
75)	micro mfg.	59
76)	mondial	101
77)	monroe dist.	124
78)	music vend	120
79)	n.s.m. (loewen-america)	3
80)	new england coin-op	93
81)	new orleans novelty	91
82)	nintendo	7, 115-118
83)	o'connor dist.	119
84)	operator's dist.	105
85)	p.m.i. toy & novelty	142
86)	pacific vend	122
87)	peach state dist.	85
88)	pearson products	148
89)	penn ray sutra corp.	61
90)	plateau manufacturing	30-31
91)	playfair shuffleboard	62
92)	plush-4-play	178
93)	premier technology	cover 3
94)	prizes!	144
95)	prof kits	165
96)	the puck stops here	165
97)	quality plush	141
98)	randy fromm	180
99)	roger williams mint	166
100)	romstar	71
101)	rowe-dedham	94
102)	sandler vending	98
103)	showcase	21
104)	smart industries	5
105)	southgate amusements	110
106)	state sales and service	95
107)	struve dist.	119
108)	sunshine dist.	124
109)	tamco	147
110)	tecmo	69
111)	telco international	174
112)	t.o.p. dist.	102
113)	troy m enterprises	17
114)	u.s. game	65
115)	valley recreation	63
116)	video repair school	173
117)	wico	154-155
118)	williams	9
119)	world wide dist.	86
120)	zamperla	73

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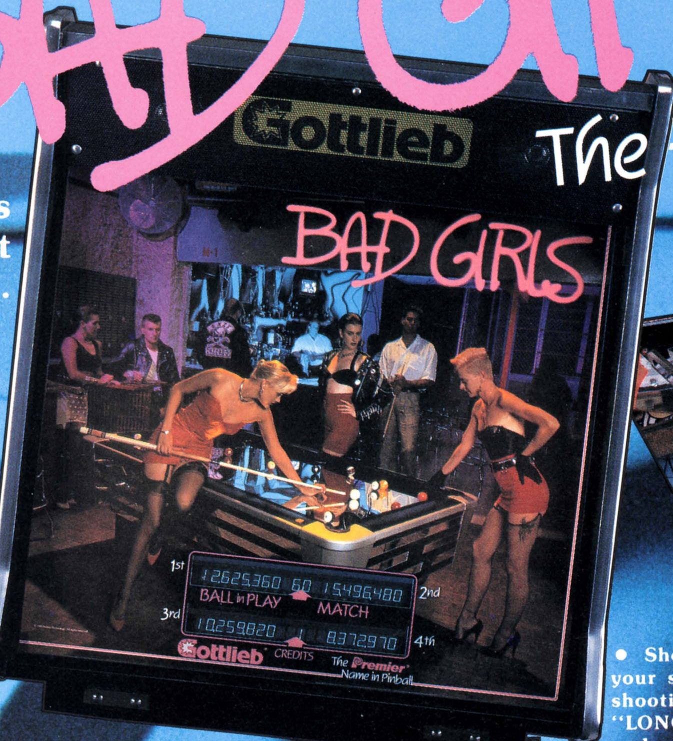
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5X
2X
50,000
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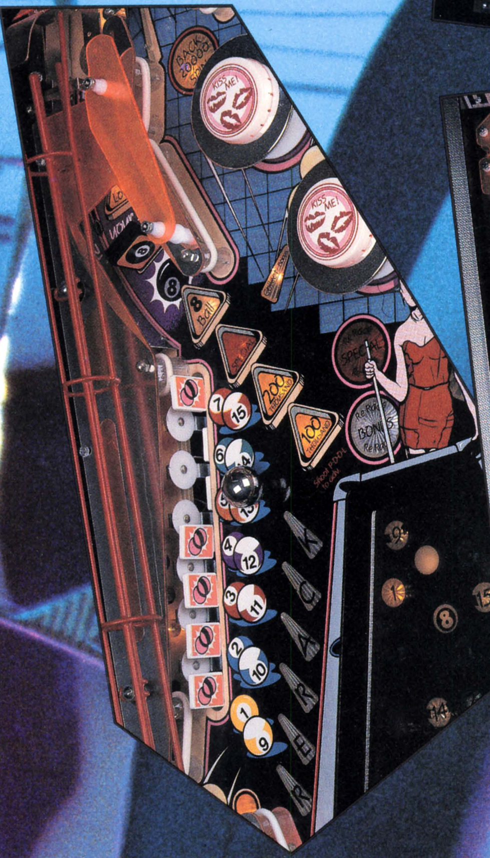
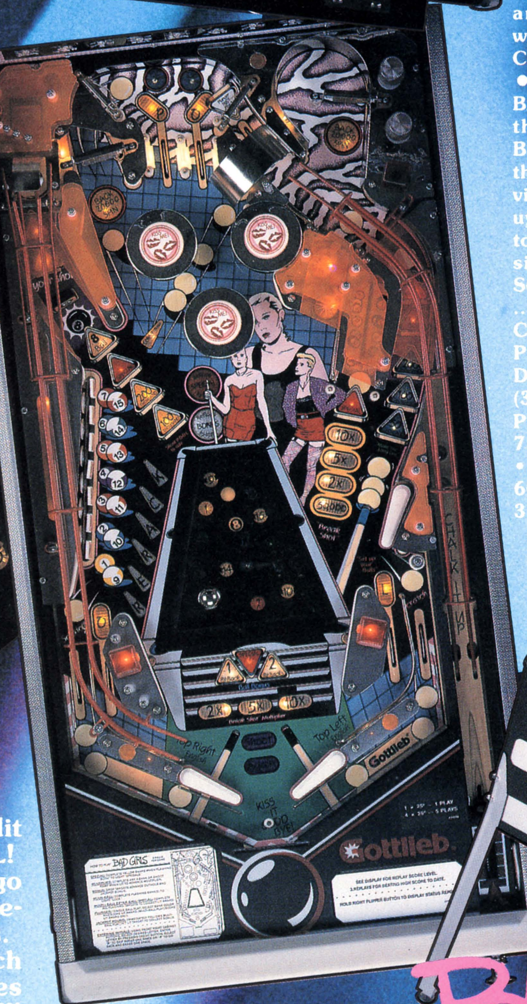
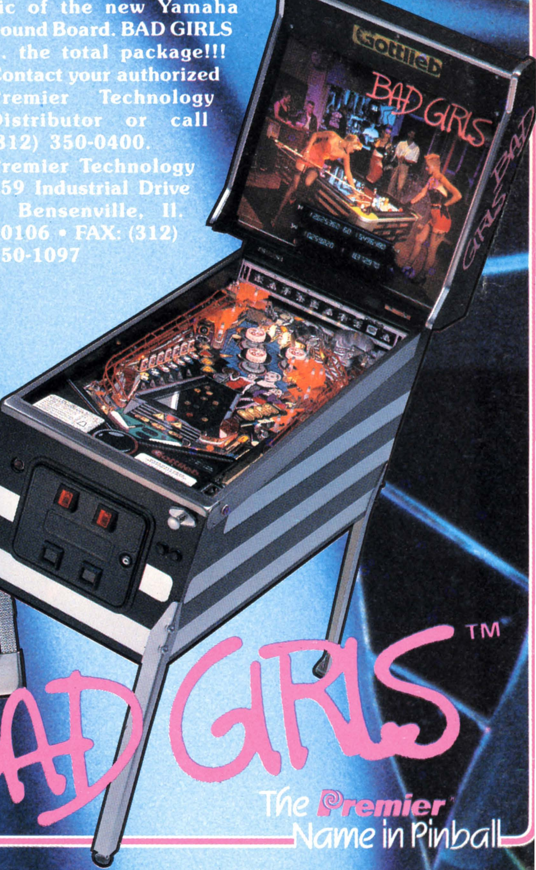

KISS ME!
8 Ball
SPECIAL
200
100
BONUS


10X
5X
2X
50,000
1
2
2X
5X
10X
Gottlieb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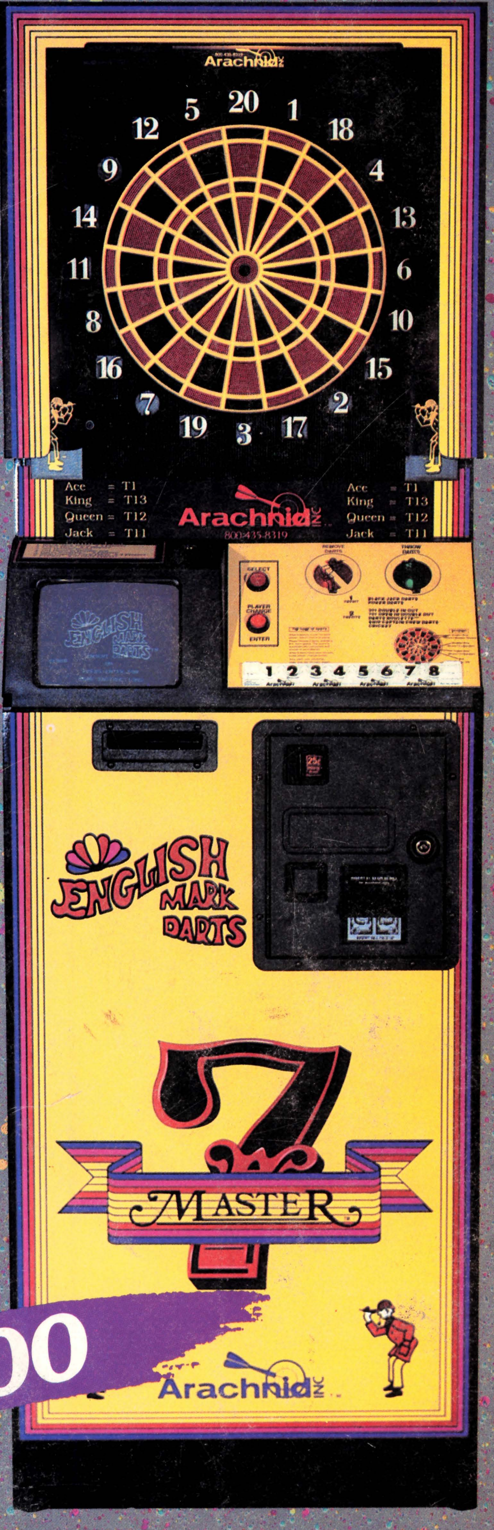
Arachnid
20
1
18
4
13
6
10
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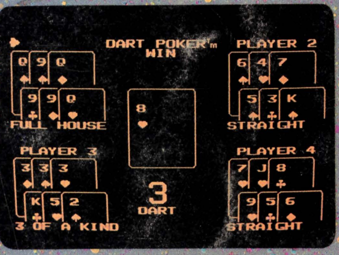
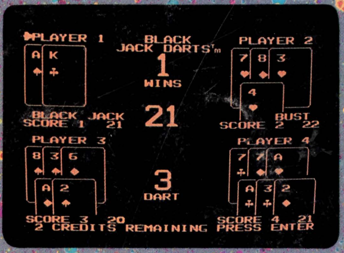
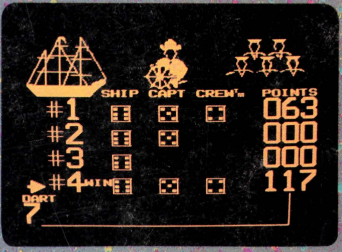

DART POKER™
WIN
PLAYER 2
Q 9 Q
9 9 Q
FULL HOUSE
8
6 4 7
5 3 K
STRAIGHT
PLAYER 3
3 3 3
K 5 2
3 OF A KIND
3
DART
PLAYER 4
7 J 8
9 5 6
STRAIGHT

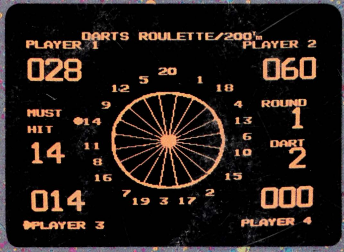
Poker Darts™


PLAYER 1
BLACK JACK DARTS™
PLAYER 2
A K
1
WINS
7 8 3
4
BLACK JACK
SCORE 1 21
21
BUST
SCORE 2 22
PLAYER 3
8 3 6
A 2
3
DART
PLAYER 4
7 7 A
A 3 2
SCORE 3 20
2 CREDITS REMAINING
SCORE 4 21
PRESS ENTER

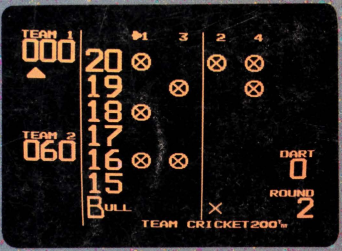
Black Jack Darts™


SHIP
CAPT
CREW™
POINTS
#1
063
#2
000
#3
000
#4 WIN
117
DART
7

Ship - Captain - Crew Darts™


DARTS ROULETTE/200™
PLAYER 1
PLAYER 2
028
060
MUST HIT
14
ROUND
1
DART
2
014
000
PLAYER 3
PLAYER 4

Darts Roulette 200™


TEAM 1
000
1
3
2
4
20
19
18
17
16
15
BULL
TEAM 2
060
DART
0
ROUND
2
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